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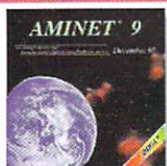
Amiga Technologies' Petro Tyschtschenko

Can this man
revitalize the Amiga
world-wide?

Termite 1.1



Graphic Tutorials:
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AMINET

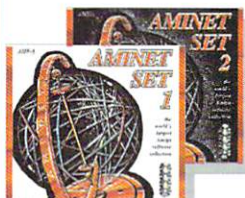
is the world's largest collection of freely distributable Amiga software available. A wide variety of programs is included; applications, games, demos, pictures, mods, animations, developer material, network software and much more.

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AMSET01

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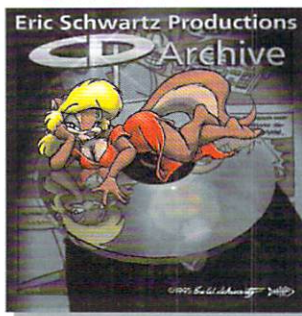
This Portfolio Photo CD brings you the beauty and diversity of the oceanic world! Photo sites range from the walls of Grand Cayman to the Blue Corner of Palau. This two CD set contains macro shots of colorful ocean life as well as detailed shots of World War II shipwrecks plus much more. There are almost 300 24-bit images, each one presented in five different resolutions ranging from 192x128 up to 3072x2048 pixels. As a bonus, FantaSeas includes Portfolio Photo CD software for Mac and PC users!

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Created by Eric Schwartz, this CD contains all of Eric's previously released animations and artwork. Also included are several unreleased animations, dozens of pictures, Imagine and LightWave 3D objects used in creating some of the animations and a special set of icons. As a bonus, this release introduces three new animations as well as material from other Amiga artists and cartoonists Eric has worked with.

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GOLDFISH SERIES



Volume 2 is a two CD-set released December '94, which contains all new submissions included on the first seven volumes of the FreshFish CD series. All material is included in archived and unarchived form.

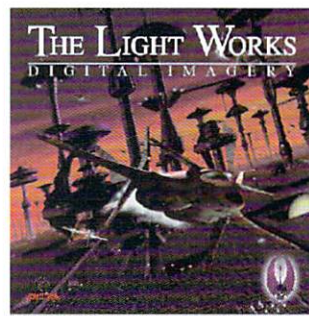
Volume 3 marks a change in the series to an unarchived single CD format with a more "user friendly" access system allowing most programs to be reviewed and executed from a centralized system. GoldFish represents an effective method for users to maintain their "fish library" in a more periodic manner.

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GFCD02
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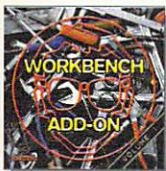
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WKBCH01

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NETNEWS

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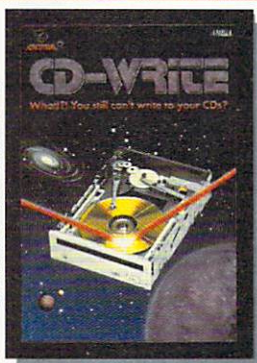
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is based on a simple but ingenious technique. CDWrite extends the Amiga OS in a fully compliant and transparent way to redirect modifications of CDs to a special area of your hard disk or other writable media. System requirements: Amiga500-A4000 with at least 1 Mb of RAM, OS 2.04 or higher, CD-ROM drive. Hard disk required.

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TXGL01

GAMERS DELIGHT II

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GATEWAY

offers NetBSD 1.0, a full featured UNIX-like operating system with both sources and binaries for the Amiga, i386, Sun 3 and other architectures. Go net surfing with the supplied networking tools. Also included is a binary release of the X Window System (X11R6) for the Amiga, with many additional clients. Packages such as perl, emacs, games, TeX, mail programs and loads of megabytes of text files such as RFCs and FAQs. A complete installation guide is available on the CD.

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CDBOOT1.0

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Volume 3

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MPCD03

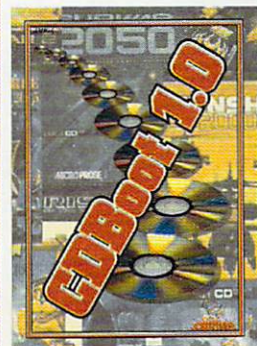
GURU-ROM

is a ROM replacement containing a new device driver for all GVP Series-II SCSI host adapters and all turbo cards with a GVP SCSI host adapter. The new OMNISCSI.DEVICE driver is a portable driver for all Amigas and is being introduced for the most widely used SCSI host adapter on the Amiga; the GVP Series-II. It is faster and more reliable than all previous standard SCSI device drivers, but nevertheless fully compatible to all previously supported SCSI devices and then some. Guru-ROM is not compatible with the GVP 1230 or 1291.

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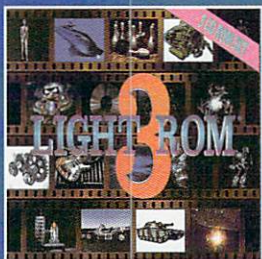


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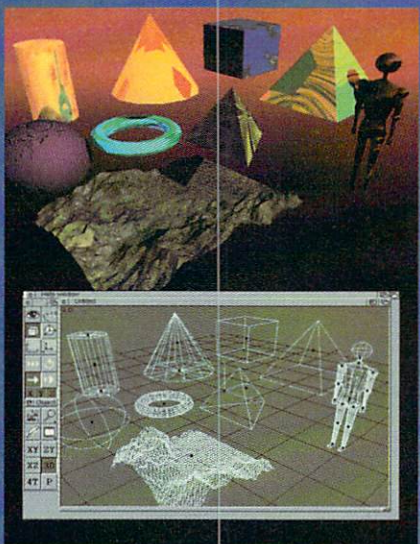
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10 New Products

& Other neat stuff

New Productivity CDs, Specialized Speech Utilities, A New Amiga Game Company, and more.

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Amiga Atlanta Inc. celebrated its 10th anniversary with a celebrity banquet. Discover how this Amiga users group attracted attention from Amiga notables, television celebrities, and the Governor.

18 Creating Artwork with ImageFX

by R. Shamms Mortier

Alter your photographic images so they appear as if they were created by the hand of a master artist and not the camera.

26 Cinema 4D

Object Sculpting Techniques

by R. Shamms Mortier

Explore object sculpting and creation options, how they work, and the unique objects that they can provide.

31 Web Typesetting

Part 1: Introduction

by Randy Finch

Discover the tools available on other platforms and what you can do with your Amiga to begin creating Web pages on the Internet.

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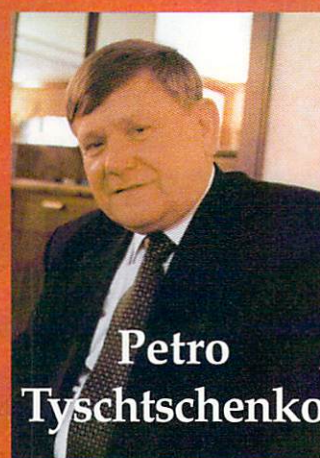
by Rob Hays

Has Oregon Research created the ultimate Amiga telecommunications program or have they just come close?

38 On-Line

by Rob Hays

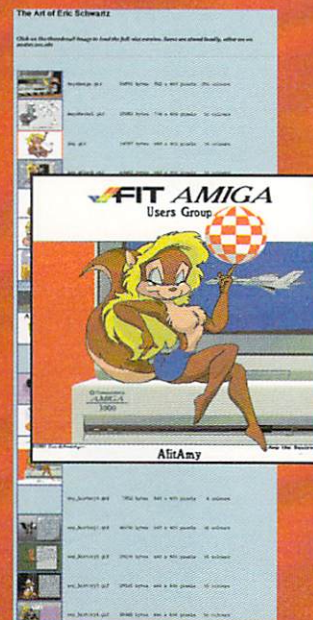
Comparative shopping for the best on-line services with cautions.



Petro Tyschtschenko

ESCOM announces record losses. Amiga Technologies changes distribution structure. One man is in the center of all this activity to keep Amiga strong, spend an afternoon with AT's top exec—page 42.

Hot Amiga Web Sites



From Eric Schwartz's animations and graphics to web information guides, check out what other Amiga users are doing on the internet—page 48.

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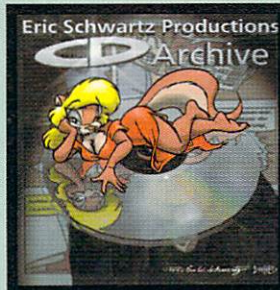
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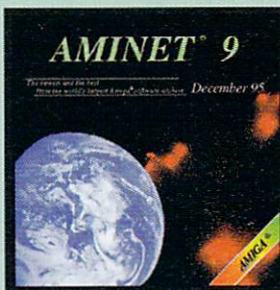
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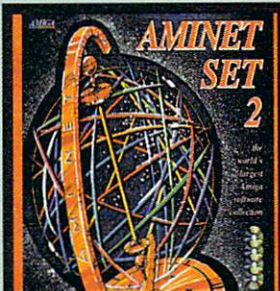
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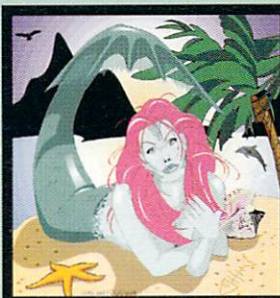


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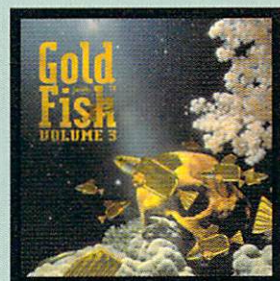
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Editorial Content

This is no April Fool Petro Speaks!

It is always a danger doing the April issue. Many people wonder whether they are being tricked with an April fool joke or not. In our April issue of 1994, we ran an article about a proposed Amiga Pad with artificial intelligence, built in programming and video capabilities, as well as the futuristic marketing techniques to be used to introduce it.

I have always been proud of this article. Many of the things we discussed have actually occurred in one way or another. In one place we discussed the possibility of the voices of deceased actors being used to promote the product in voice overs. The ink wasn't dry on the issue when the Beatles announced that long forgotten demo tapes by John Lennon were going to be used with the voices of the three remaining Beatles to create new songs.

Since an April issue is ripe with the opportunity to do this type of mischief, it is always a danger when you need to present an actual, for real, honest-to-goodness story—especially about the Amiga and Amiga Technologies.

Petro Tyschtschenko

I am very proud that we were able to get the interview with Mr. Tyschtschenko into this issue. Mr. Tyschtschenko had been attempting to make the trip to the US for over a month, and when he finally had the opportunity, he was more than generous with his time.

We spent several hours with Mr. Tyschtschenko that Sunday afternoon. He was direct and extremely honest with us. I may not always agree with every decision he has made or he is going to make, but Petro does tell you why he has made the decision.

I was upset about the marketing (or lack of marketing) that we have seen in North America. Petro explained that adding any more marketing would be exceptionally difficult at this time with the current concerns of the head company, ESCOM.

ESCOM's problems are real and they should concern us, but not overly so. ESCOM does DM 2.3 billion per year. Their losses were DM 125 million, or less than 5.5% of their sales. Last year they acquired Commodore and began Amiga Technologies, they purchased a large chain of retail stores in Great Britain, and they were faced with one of the most difficult years in recent history for PC sales. Adding all this together, it is no wonder that they showed this decline.

Unfortunately, ESCOM has spoiled their investors. According to Petro, ESCOM has never reported a loss. What is ironic is, if all things are equal, ESCOM should be worth more this year than last. True they lost capital (cash), but did they gain equity.

By purchasing the British retail chain, they needed to spend money to realign the stores to ESCOM's business. They probably had to clear out older merchandise, clean up and redecorate the stores. All of this requires cash.

We are well aware of the capital expenditures required to reconstruct the Amiga. They had to create two production procedures—one for the A1200 and one for the A4000 Towers. They were forced to dig through old material to see what they could reconstruct of the previous development and production work. These and more were all front end, dead expenses. Certainly they will get their money back, but it will take time.

As far as the PC business taking a noise dive, it seems the acquisition of the Amiga technology was a good way to hedge against the same problem occurring again. ESCOM's ownership of the Amiga means that they have the exclusive rights to a proprietary system. The fact that the Amiga remains to be the system that most other manufacturers are trying to put on a PC is a clear indication that ESCOM's ownership is worth a great deal.

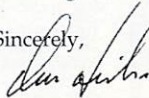
Unfortunately, this means that the Amiga is still fairly far down the food chain and Petro will need to continue to fight for any portion of marketing and development funds. This is why I believe it is important to hear the plans of AT directly from their president.

Other Matters

With Petro's article, we were forced to postpone our *Amiga in Business* column for this month. This is only temporary, we have already received several letters of praise for the new feature.

Take a look at the Hot Web Sites on page 48. If you are not currently in touch with the web, you should be as soon as possible. Not all of the growth on the web is with the PC. Amiga users have utilized the Web to get their story out too.

Sincerely,



Don Hicks
Managing Editor

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Circle 101 on Reader Service card.

FEEDBACK

Dear AC,

Thank you for your unfailing, positive, optimistic support of the Amiga. I have to admit, with the slow, excruciating death of Commodore, and the delays waiting for a transfer of technology to a new manufacturer, I lost much hope for future continuance/growth of the Amiga. Your magazine was often my only info that not all was dead.

I have subscribed for an additional two years—mostly as a reward for the beacon you have provided over the past two years (a sympathy sale? No...not that!). Thanks.

Regards,
Ronald H. Martin

Dear AC,

The article in your January 1996 issue on page 32 stated that Iomega doesn't make any Amiga interfacing hardware. Iomega makes a SCSI version of the Zip Drive (the one that uses 100 megabyte removable disk). I have an Amiga 1200 with a GVP A1230 Turbo Plus Accelerator with the SCSI option. When I prepped this drive using the GVP SCSI software I was able to define how many partitions etc. and save the information to the drive, but when I tried to Amiga format the drive I received the error requestor Disk Is Write Protected.

The disks do not have a write protect switch on them, the drives do not have one either. After reading the documentation that came with the drive I found out that you set the write protect through software, of which there was none included for the Amiga. At first I thought I was out of luck, but when I rebooted the machine I had a Non-Standard disk icon on workbench. I selected the icon and formatted the drive from workbench and it worked. The disk formatted out to 95.9 MB though (not sure what happened to the other 4.1 MB).

The removable disk can be purchased for around \$14 to \$20 each, depending on how many you buy. I use it with Ami-Back to back up my hard drives. To make this work on Ami-Back, name all the disks that you will need as RH0, Reboot with one of these disks in the drive. Ami-Back will ask for another disk about every 30 minutes, I back up my hard drive with over 500 MB on it. This takes around 5 Zip Disks. The disks are more expensive than backing up

to tape but for me this drive is more useful than a tape drive. This drive is like having a floppy drive that holds 96 MB, and has the performance of hard drives. The drive loads and saves files almost as fast as my hard drives.

Mark Spitzer

Oregon Research also makes a tool set specifically for the Iomega Zip Drive and the Amiga.—Editor

Dear AC,

While Mr. Martin E. McKeever (November 1995 issue) raised some interesting points in his letter, I strongly disagree with section E of his letter concerning a new version Word Perfect or similar products being ported to the Amiga. Why should I line the pockets of software developers with my money who left me sitting with programs that were not upgraded or supported in any form?

I have numerous pieces of software worth several hundred dollars that are sitting on my shelf gathering dust because certain software developers left the Amiga market. Much of my orphaned software doesn't work with the new Amiga OS, such as 2.1. I would like to know how many Amiga users have received letters stating that Company X will no longer be supporting the Amiga but you can upgrade to the Windows or Mac version when it comes out.

I have no problem with a company developing Windows or Mac versions of their Amiga software, such as Soft-Logik, as long as they continue to support their Amiga software. I will not buy software in the future from companies which left the Amiga market and returned once things looked more profitable unless I have to. Instead of purchasing a new version of Word Perfect (if it were even ported to the Amiga), why not buy a word processing program from Softwood or Digita, since both of these companies stuck with the Amiga through thick and thin?

Furthermore, the next generation Amiga should deliver work station power at an affordable price, just as the Amiga 1000 did a decade ago. In the December issue of 3D Design, Peter Plantec wrote that the Amiga was the first serious video-based PC. "Its passing (or maybe more appropri-

ately, its hibernation) has left a legacy of quality graphics to be ported to other platforms..."

It's ironic that LightWave, Calagari, Real 3D, Sculpt and Imagine all started their lives on an Amiga and not on a Windows PC or Mac. Many people in the mainstream computing world (Windows and Mac) still view the Amiga as a toy, yet these same people hail LightWave, Sculpt, or Calagari as being intuitive, powerful 3D programs. So why should I have to put up with a clunky ill conceived program ported from Windows? I enjoy using programs written on the Amiga by programmers who understand the Amiga.

I recently read that Amiga Technologies announced that the next generation Amiga will be powered by the PowerPC which is a smart move. Of course some readers will complain that Amiga Technologies should have used a HP PA RISC processor. If anyone reads BYTE, they will have read that Hewlett-Packard is going to team up with Intel to create a new architecture. This leads to doubts as to whether future development of more advanced version of HP PA RISC processors will take place.

Lastly, Phase 5, the makers of the CyberGraphix graphics board and the Cyberstorm accelerator card have introduced the PowerUP program. From what I have read, RISC technology may be closer than we think. During the second quarter of 1996 Phase 5 plans to introduce PowerPC based accelerators for the Amiga 1200, 3000, 4000 and perhaps even for the Amiga 2000. They will be using a 680x0 emulator to run older software. This is a very smart move since it will not split the Amiga community into two computing camps, those with RISC and those without.

I hope Amazing Computing can arrange an interview with both Wolf Dietrich of Phase 5 and Mr. Tyschtschenko of Amiga Technologies. Keep up the good work Amazing Computing!

Sincerely,
Sidney E. Shuptrine

Check out page 42 for an interview with Mr. Tyschtschenko and we will begin working on Mr. Dietrich.

•AC•

New! TERMITE

Version 1.10

Telecommunications

Everything you need to start cruising the Information Super Highway in one easy to use package. Termite is so easy to use a novice telecommunicator will feel at home, yet it has all of the power and high end features to satisfy seasoned modem warriors.

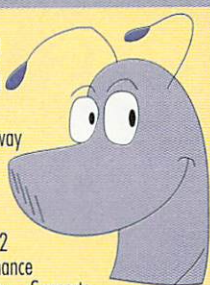
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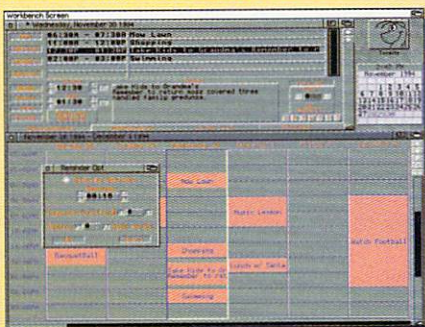
- Upgrade Disk and Termite Quick Reference Card \$10 + \$2 S&H
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ON THE BALL

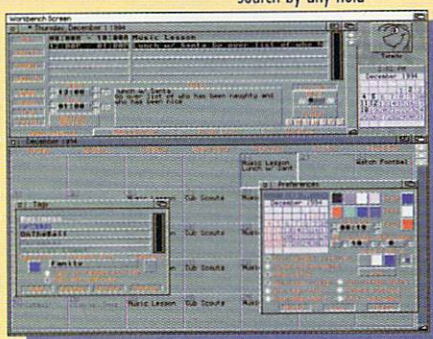
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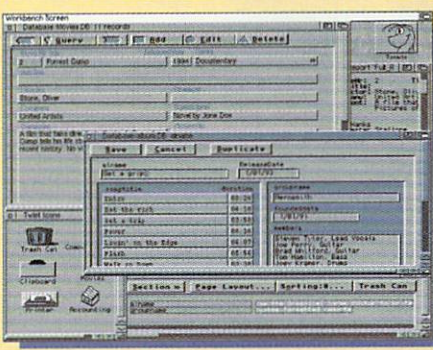
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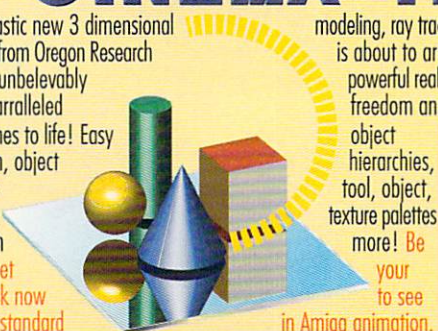
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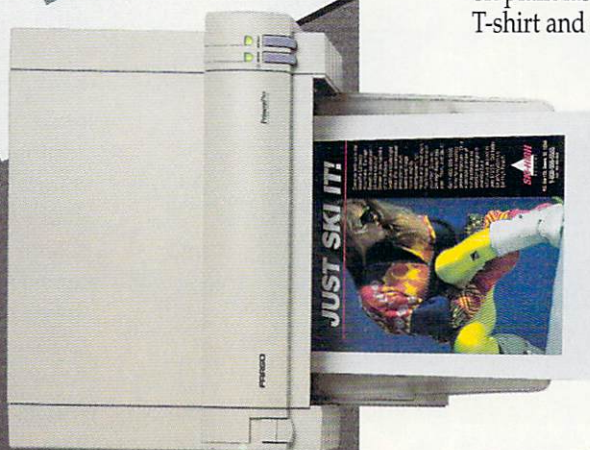
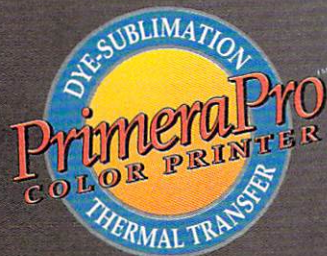
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Aminet 10

This latest from the largest Amiga software archive features the full version of Pagestream V2.2 and a special edition of TypeSmith v2.5. This CD dated February 1996 contains more than 1 gigabyte (uncompressed) of software in thousands of archives. The current edition has a special focus on fonts. More than 1,000 high-quality fonts were included. *Published by GTI GmbH it is distributed in North America by:*

Cronus (formerly Amiga Library Services), 1840 East Warner Road #105-265,

Tempe AZ 85284, Tel 800-804-0833, Voice 602-491-0442, Fax 602-491-0048, email info@ninemoons.com.

Replica Technology

Replica Technology has announced the release of the Camelot Collection, which contains over 250 Real-World Scaled LightWave 3D Objects for the Windows and Amiga platforms. It is a CD ROM which contains a complete English Medieval castle complete with furnishings, circa 1200 AD. It also includes royal apartments, gate houses, functional

drawbridge, kitchen, blacksmith shop, and many other settings. Also includes sample scene files and 24-bit browser images plus 90 MB of texture maps.

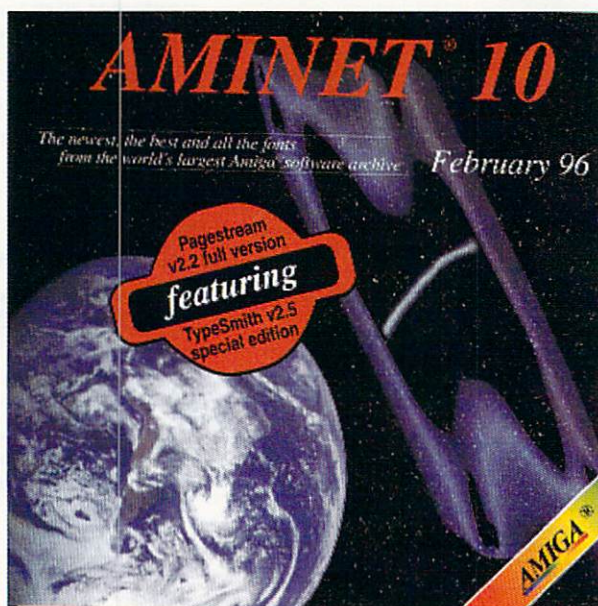
Replica Technology has also announced the release of the Wright Collection, also available in LightWave 3D format for the Windows and Amiga platforms. This is a CD-ROM collection of over 140 Real-World Scaled Lightwave 3D Objects, which includes home furnishings in the style of America's most famous architect and interior designer, Frank Lloyd Wright. Seating, tables, storage, lighting, rugs, art glass, glassware and dining room accessories are included with 50 texture maps of woods, fabrics, art glass and rugs. Animated objects with drawers can open and close. It can be used to create interior design for use in digital video, film, accident reconstruction, simulation, multimedia and animation.

SOFT-LOGIK

Soft-Logik Publishing has announced the upcoming North American release of Digma Wordworth 5, a huge feature update to Wordworth 3.1. The new features in Wordworth 5 include: drag & drop style tags, true footnotes, intelligent internal printer font support for LaserJet printers, background printing—edit while printing, faster opening and saving of documents, faster text editing, and more.

Workbench Add-On Volume 1

This CD-ROM is a companion to your workbench. The programs are ready-to-to-run from the CD. In addition to this there is an installer script that installs the desired programs to your hard disk. These shareware programs have something for everyone from the programmer, to the gamer. Many are offered at a special price, such as Shapeshifter and AmiWin, the new X11 server for the Amiga. Published by GTI GmbH, it is distributed in North America by:



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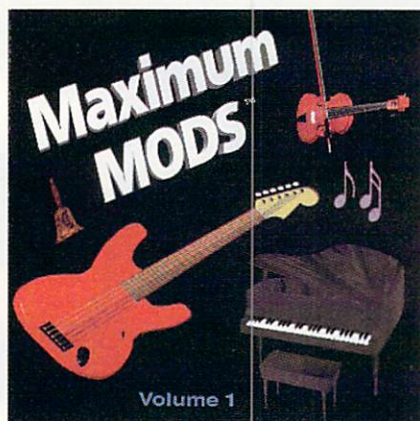
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Maximum MODS Now Shipping

Legendary Design Technologies announced their new Maximum MODS CD-ROM is now shipping. Maximum MODS works with both the Amiga & PC and contains over 4,200 music "mod"ules that can be played back via a personal computer. This one CD contains over 241 hours of music if played continuously. Maximum MODS comes complete with a friendly front end program that allows the user to search for names of modules, or even specific lengths of time. Also included are several appropriate module player programs. Suggested retail for Maximum MODS is \$34.95 US.

Legendary Design Technologies Inc., P. O. Box 1147, Lewiston, NY 14092-8147 or 515 Park Rd. North #9 Brantford ON N3R 7K8, Tel: 519-753-6120, Fax: 519-753-5052, Internet: legend@io.org, Web: <http://www.io.org/~legend>.

Babylonian Twins

Legendary Entertainment, a wholly owned division of Legendary Design Technologies, announced Babylonian Twins, a new platform game coming in March to the Amiga. Babylonian Twins combines Eastern atmospheric graphics with a riveting sound track. Five huge levels are designed to keep the player busy. The levels are password coded for easy access to higher levels once the earlier ones have been completed. The game is compatible with all Amigas with at least 1MB of CHIP RAM. The SRP is \$59.95.

Legendary Design Technologies Inc., P O Box 1147, Lewiston, NY 14092-8147 or 515 Park Rd. North #9 Brantford ON N3R 7K8, Tel: 519-753-6120, Fax: 519-753-5052, Internet: legend@io.org, Web: <http://www.io.org/~legend>.

SofTalk

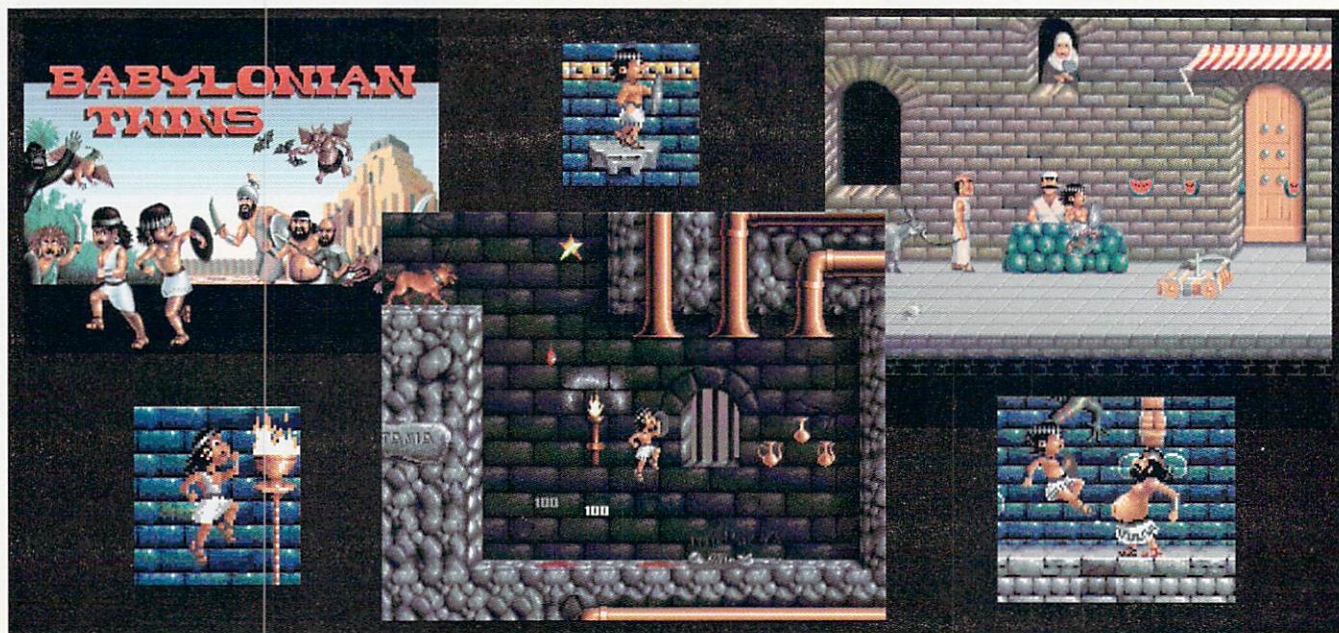
SofTalk restores the attractive voice feature to the Amiga, with library and device files that provide synthetic speech for all Amiga machines and operating systems. It can be installed in new Amigas that have no speech, or as a replacement for the

original Amiga translator library and narrator device on older systems.

In addition to control of voice features such as pitch, speech rate, and inflection, SofTalk provides up to four independent simultaneous output voice channels, and can generate speech from any number of separate language or voice files. Slur, lisp, stammer, and sound substitutions can be requested "on the fly" by application programs. Messages can be provided to a caller upon the change of every spoken word, syllable, or phoneme; messages also can be provided at every change of mouth shape; articulators responsible for the spoken sound are identified in these messages.

Also, because SofTalk is a file-based synthesizer, both the text translation file and the voice characteristic file can be (independently) changed to accommodate any written language or to generate unique vocal characteristics. Although older programs cannot access all the new features, any program that "talked" using the original synthesizer now can be made to speak in a foreign language or with a customized voice. Price for all this is \$7.50 which includes a non-copy protected disk and installation manual.

Parth Galen Software, 24475 158th Ave., Cold Springs, MN 56320, Tel - 320-685-8871.



BETTER CONCEPTS INC

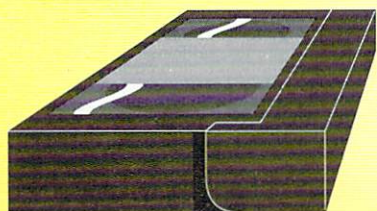
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PhonMaker

Also from Parth Galen is PhonMaker which allows the user to design speech sounds to create your own unique voices. The Amiga narrator device receives calls from application programs that submit strings of phoneme "codons". These are then converted to speech sounds. The SofTalk narrator is a file-based device, and the PhonMaker program allows these files to be changed. New phonemes can be added to existing sets of speech sounds, or existing phonemes can be modified.

More generally, PhonMaker can create completely new sets of phonemes having any desired voice characteristics. The potential for achieving unique vocal features is limited only by the designer's imagination and persistence. The program is for Amiga systems version 2.04+. It has a CHIP memory requirement of 1MB, a hard disk is not required but is recommended. The PhonMaker comes with one non-copy protected diskette, three document manuals and card for \$47.50. If you are curious but not sure the three volume PhonMaker documentation set can be purchased for \$10.50.

Parth Galen Software, 24475 158th Ave., Cold Springs, MN 56320, Tel - 320-685-8871.

TransMaker

Design your own text-to-sound translation for any language or any keyboard with TransMaker. The Amiga translator library receives calls from application programs that submit text to a translation function, and in

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Specific pronunciations can be added for personal names, for words based on foreign spellings, or in general for words that do not follow the "rules" of the language. More generally, TransMaker can create brand new files for the conversion of text in any language to phoneme condons for any voice. If the text can be entered via the Amiga keyboard, you can use TransMaker to turn that text into speech.

TransMaker sells for \$47.50 and is for Amiga systems version 2.04+. It comes with one noncopy diskette, three document manuals and card. If you are not sure you can purchase a three volume documentation set for \$7.50.

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LIGHT-ROM 3

Light-ROM 3 is a 3 CD-ROM set of 3D objects, textures, digital elevation maps, etc. The first CD-ROM contains over 6,500 Lightwave objects and scene

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LIGHT-ROM 3 may be used on an Amiga as well as a PC. This cross-platform compatibility with Lightwave 4.0 is not available with the previous issues of LIGHT-ROM.

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The third CD-ROM contains over 1,100 DEMs (digital elevation maps) for use with VistaPro, World Construction Set & Scenery Animator on any platform. This is the first CD-ROM containing DEMs from North America. The CD-ROM contains thumbnail renderings of the topographical maps of the DEMs for easy previewing. Price for the 3 CD-ROM set is \$49.95.

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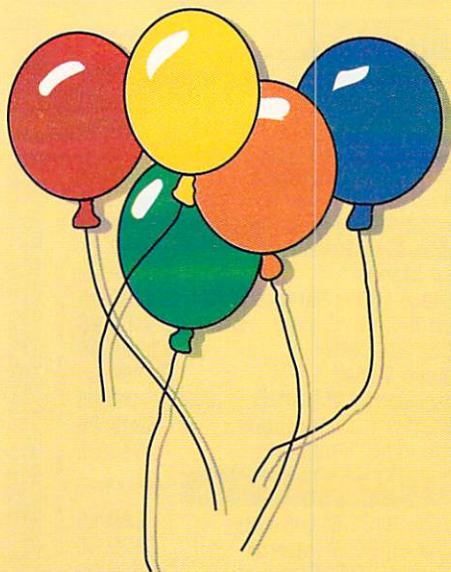
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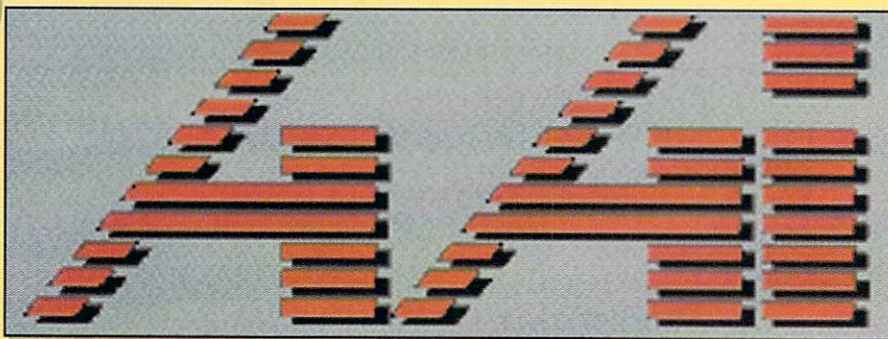
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10 YEAR ANNIVERSARY



Amiga Atlanta Inc.

Amiga Atlanta Inc. is one of the oldest Amiga users group in North America. To celebrate their 10th anniversary, the organization held a banquet this past January. Lamar Morgan, AAI President, stated, "I think it is safe to say the banquet surprised everyone. When our club first started to work on the banquet, only 20 people signed up to attend. The night of the banquet there was an overflow crowd and the hotel served more than 130 meals!"

The celebration attracted Amiga notables as well as politicians, television celebrities, and friends of the Amiga. Speakers and guests included distinguished Amiga legends such as RJ Mical and Dale Luck, from the original Amiga team; Dave Haynie, Commodore engineer on the Amiga 3000; Fred Fish, Jason Compton, of Amiga Report; as well as Tim Jenison of NewTek. Susan Rook of CNN's "TalkBack Live" and Stewart Cheifet of "Computer Chronicles" served as co-hosts for the event. Motorola was also represented at the event.

In honor of their 10th year anniversary, AAI was presented with a proclamation from Georgian Governor Zell Miller's office which proclaimed January 22, 1996 as "Amiga Computer Day in Georgia." Speeches were also given by Ron Heimbigner, one of the founding

members of AAI plus former AAI presidents Joe Torre, John Lotshaw, and Aaron Ruscetta. For anyone interested, the AAI banquet was recorded on video tape and will be available through the club—what a great way to preserve a piece of Amiga history.

Amiga Atlanta, Inc. is a not for profit user group for all users of

the Amiga computer family. Anyone may join whether or not they own an Amiga. AAI has a monthly newsletter, The AAI Workbench. Members enjoy discount prices for Public Domain software, full access to the AAI Bulletin Board System, monthly general meetings, as well as monthly meetings of Special Interest Groups (SIGs). SIGs include desktop publishing, 3-D animation, music and MIDI, video production, technical problems and projects, and new users.

To discover more about the Amiga Atlanta Inc. group (and even read their newsletter), visit their Web site at <http://www.mindspring.com/~amigaatl>. The webmaster for this site is AAI president, Lamar Morgan, and the site is a showcase of what can be done for an organization on a web site. Our thanks to Lamar Morgan for forwarding this bit of history to us and a special salute to Amiga Atlanta Inc. and its members through out these last ten years.



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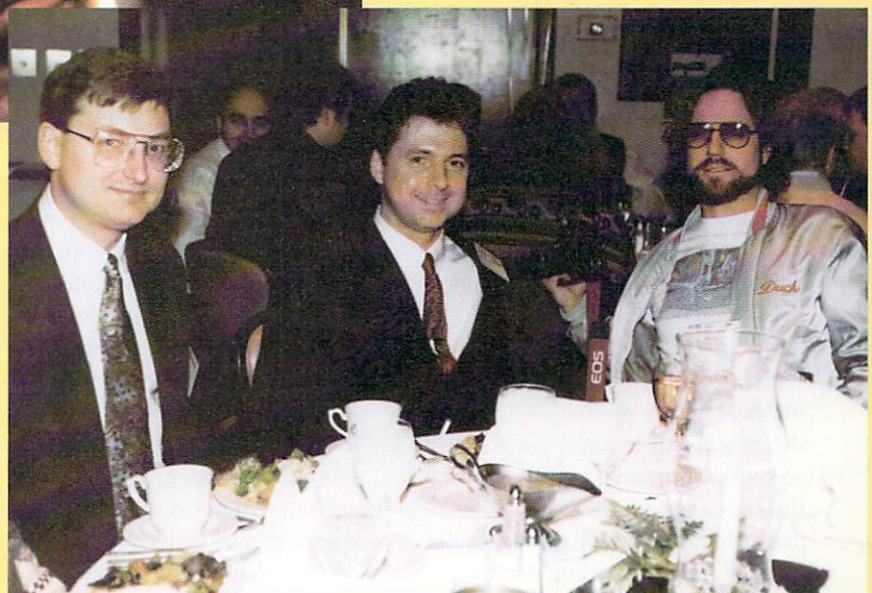
Left (left to right): Dave Haynie, of the Amiga 3000 team, RJ Mical of the original Amiga team, Fred Fish of the Amiga Public Domain Library, and Jason Compton of Amiga Report.

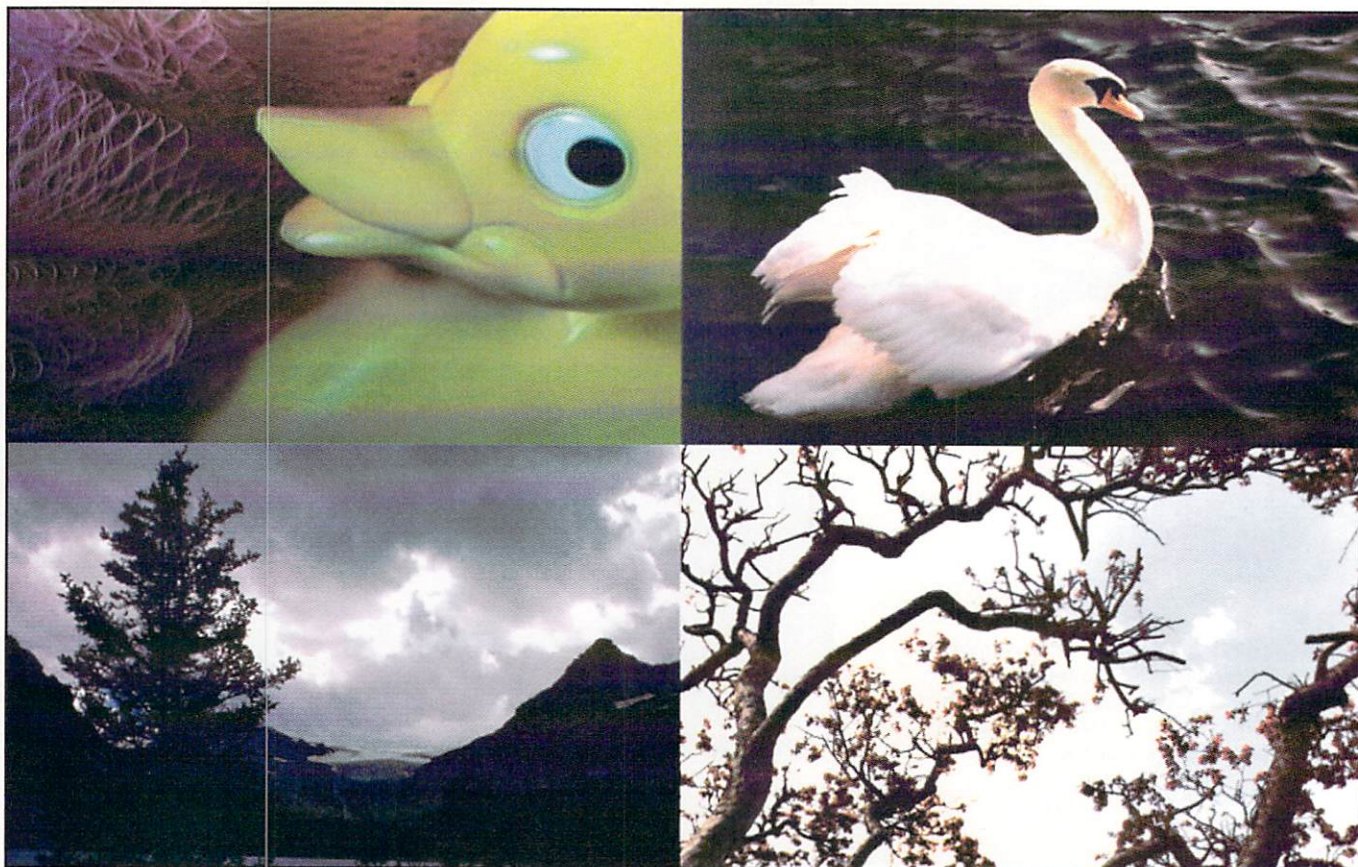
Right (left to right): Jeff McCord, representing the office of Governor Zell Miller, Stewart Cheifet, of "Computer Chronicles," Susan Rook, of CNN's "TalkBack Live," and Lamar Morgan, President of AAI.



Left: Tim Jenison, founder and CEO of NewTek, shared a few closing comments with the crowd.

Right (left to right): Ron Heimbigner, founding member of AAI; Joe Torre, past AAI president; and Dale Luck from the original Amiga engineering team.





Creating Artwork with ImageFX

R. Shamms Mortier

Use ImageFX to alter your photographic images so they appear as if they were created by the hand of a master artist and not the camera.

When someone introduces themselves as a "computer artist", it can mean one of two things. They may work in 2D or 3D, though many times it means both. It is important to realize that the distinction is not between being a DTV (Desktop Video) or a DTP (Desktop Publishing) artist.

It used to be true that DTP artists worked strictly in 2D, preparing material for the printed page. Though that is still true in many cases, it is the so-called "printed page" that has gone through a serious evolution. Now, it is just as likely that DTP persons will find themselves creating printed pages

for the internet, a realm that incorporates not only 2D and 3D, but animation and sound as well.

DTV artists, associated with the video realm, are most often categorized in an opposite fashion, being thought of as permanent residents of the worlds of 3D art and animation. But every DTV professional knows that in many cases, an eye and a hand for creating 2D graphics is equally important as having a mastery of 3D imagery. Charts, graphs, background art for credits and titling, video slide shows for academia and industry, animation backdrops, all of these and

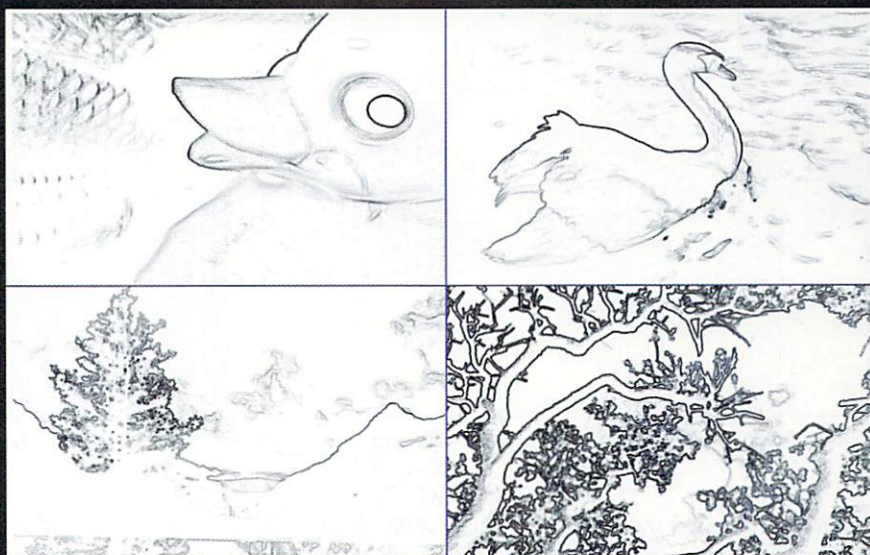
more examples of 2D work can be a substantial part of the DTV artist and animator's menu.

Dimensional Differences

As far as 2D computer graphics is concerned, there are some noteworthy differences related to DTP versus DTV environments, though not so much in the creative tools. Specifically, screen resolutions tend to be much higher, and screen sizes larger, when addressing DTP output (film for glossy magazines, large format printed output), though it is also true that computer art produced for major TV

Left (Opposite Page): Here are the four original Legendary Technologies ProPix images we are working with. Notice that each is fairly contrasty.

Right: After heightening the Gamma on each image to 60, a Sobel Edge Detection was applied. This produces very organic looking pen and pencil-like graphics. Edges are thicker where contrast is highest.



productions and movies can also take advantage of film mediums that require higher output than that required by commercial broadcast TV or other DTV uses.

Many Amiga artists are used to lower resolutions, like the Toaster's 752 x 480 output. If you want to get a professional printout of your work, however, the stakes have to be raised. Normally, the DPI (Dots Per Inch) ratio of a video screen equates with about 72 DPI. If you have a laser printer, you are already working at 300 to 600 DPI or higher. That means that a standard video screen graphic that takes up the whole display surface of your monitor comes out looking like a postage stamp when printed, if the DPI numbers have not adjusted and the art is printed for density rather than size.

A 72 DPI visual measuring 5 x 5 inches will only be 1.2 x 1.2 inches at 300 DPI and 0.15 x 0.15 inches at 2400 DPI.

A lot of printing software make these adjustments on the fly, so you never have to worry about it, but that is not the case when you do professional DTP work. As an example, I recently created a piece of cover art for a music CD. On screen, the artwork was about three times the size of the CD space with a 300 DPI resolution. When printed in actual size, it looked like a photo.

Natural Media

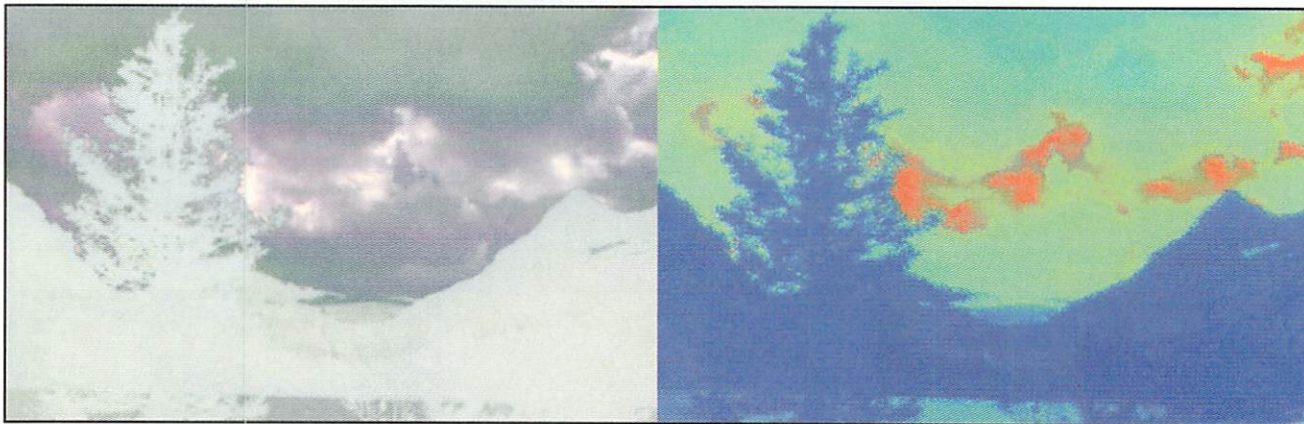
If you are targeting your computer graphics to print output (paper mediums), you will at some time want to craft your images so that they take on the appearance of what the trade

calls "natural media", oils, watercolors, pencil, ink. No matter that the original art is a photograph or a drawing, it is often necessary to add warmth to artwork by making it appear to be hand, not machine, crafted. Warm artwork gives a message of humanity, caring, heart versus head, almost without even considering the image. We can truly say that as far as visual art is concerned, the medium is the message, or at least a good part of it.

There are, of course, times when you will require sharp razor edged graphics. A technical drawing, for instance, will not be appreciated if it looks like an oil painting or a dreamy watercolor. Numeric call-outs on a blueprint have no business appearing in '60's style rainbow graphics. When



Notice the difference between applying the Oil Painting effect versus applying a high (6 out of a possible 8) Dispersion underpainting first. Then a Cotton paper texture was applied with a depth of 150. Finally the Oil Painting brush was set to 7 and applied. The rougher you make the graphic before Oil Painting, the more realistic the painterly look.



On the left, solarization was applied before a Blur and, on the right, we used Posterization, False Color (standard palette) and Dispersion.

you do want to alter the feel of an image however, choose software that gives you the options to explore the possibilities. Enter, ImageFX from Nova Design.

ImageFX Artistic Options

Having already covered ImageFX's effects options in the February issue of *Amazing Computing*, we will take a look at its "painterly" effects this time around. As a pencil and pen-and-ink artist for many years, I sometimes resent the ease with which great software does what it took me so long to learn. But I'm a bit schizophrenic about it as well, playing with effects tools until way past my bedtime, and drooling with glistening eyes at the results. Like many of you, I

still love to create non-computer art, but I am also finding that my Amiga allows me to explore dimensions that go far beyond my initial training, opening both my eyes and my mind.

Our specific aim in this article is to show you how to use ImageFX to alter photographic images so that they appear as if they were created by the hand and not the camera. In many cases, this is somewhat of a trade-off between the appearance of the graphic and the amount of information it contains.

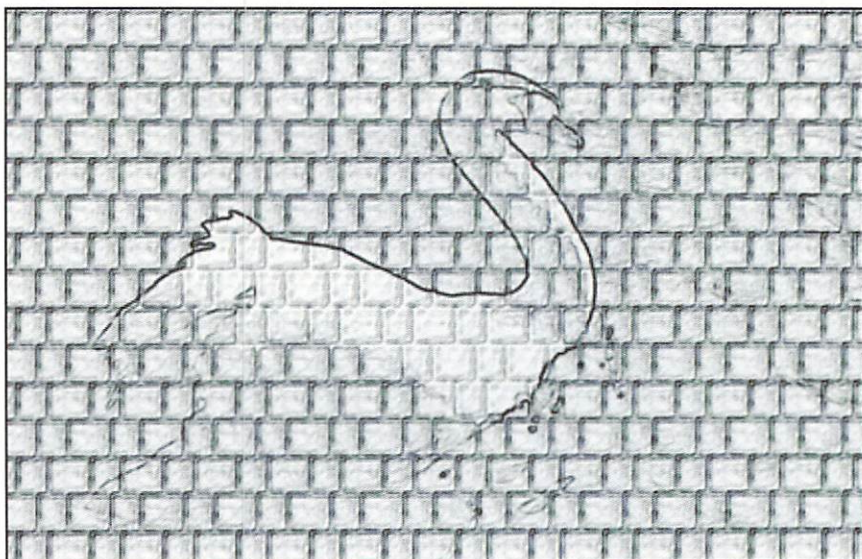
What must be understood is what I have termed "painterly" images. Painterly images appear as if they were paintings or drawings, the information is transferred to the medium. Recognizable elements in the

graphic, specifically small details, are lost. What is gained, however, is a more immediate emotional content, an opening of the visual to allow for more interpretation by the viewer. In short, more visual interest. In psychology, we call this a perceptual shift to the right brain, away from the demanded logical alternatives resident in left-brained perception.

A good preparatory step is to choose your original graphics wisely. Never use pictures full of nothing but small details alone. Look for images that dominate the viewplane. Organic figures work the best (human faces, animals, large foreground fauna), though discernible shapes of any kind can also produce appealing results. Also make sure your images are contrasty, light against dark or vice versa. For our explorations in this article, we will choose some graphics from the ProPics CD of images produced by Legendary Technologies. This is a wonderful CD-ROM packed with loads of images in Toaster FrameStore, IFF, BMP, TIFF and JPEG formats.

Underpainting

It is also important to become familiar with the term "underpainting", especially its new definition in the electronic arts. Traditionally, underpainting developed as a technique used by the master of oil painting. It describes the ability to use large swashes of color on a canvas before you apply the colors of



A rather interesting effect, almost like graffiti. A Stone texture was applied to the image, then a Sobel edge detection. This would work well with text too.

the final images. You would think that because underpainted areas are covered by the final palette that underpainting is just a waste of time, but the masters knew better. Subtle changes in light and color take effect with underpainting that have a great effect on the final colors in the image.

As a digital use of underpainting, we realize that electronic canvases are different, and that printed output is also very different in color and light from your computer screen. For a computer artist, underpainting may not be associated with color alone, but with the application of various techniques upon an image before a final effect is applied. Like traditional painting, digital underpainting has lasting and radical effects on the final image, and requires study to master or even to begin to understand. With our ImageFX explorations in creating art effects, we will explore some underpainting processes and display the results.

ImageFX 2.x required tools

There are so many great effects tools in ImageFX that the hardest part is to limit their use, choosing only those at the start that help you get a creative grasp on what you are doing. This article is in no way intended to be a complete tutorial on how to navigate in IFX. It is strongly suggested that you spend some time, if you have not already, in reading the IFX documentation and working through the tutorials. This article assumes you have had at least that experience.

We are going to incorporate the following ImageFX tools, so you might want to locate them beforehand: the selection options, negative, edge detection, solarize, posterize, false color, antique, balance, oil paint, disperse, roughen, paint effects and apply texture. If you are interested in computer graphics but you are not an ImageFX user yet, the graphics that accompany this article should still be of interest.

The great thing about exploring image manipulations in ImageFX is that you have multiple undos at your command, making discovery and risk

fairly painless. Balance, negative, disperse, and roughen will be considered as underpainting tools for this journey, meaning that we will not use them as final rendering steps.

One last preparatory remark, do this exploration on an AGA Amiga or one that has 24-bit graphics capability if at all possible, since much of the beauty of what can be accomplished with these tools and methods will be lost on anything less.

(like the features of a face), move the contrast down. If you desire a more silhouetted image, move the contrast up.

Moving up the Gamma setting beforehand also enhances edge detection detail, while moving up the brightness alone washes out detail.

Since certain edge detection algorithms render as grayscale images with results based only on the luma signal (brightness), it sometimes helps

The great thing about exploring image manipulations in ImageFX is that you have multiple undos at your command, making discovery and risk fairly painless.

In General

Some things that I have discovered over the years, in addition to my earlier comments about using contrasty pictures, might also be of benefit to your experiments. Pushing the contrast of an image to the max increases the density of the outlines in all of the edge detection operations. Conversely, moving the contrast down to the minimum first, gives edge detection renderings more detail and less blatant outlining.

When you have an image with features that you want to emphasize

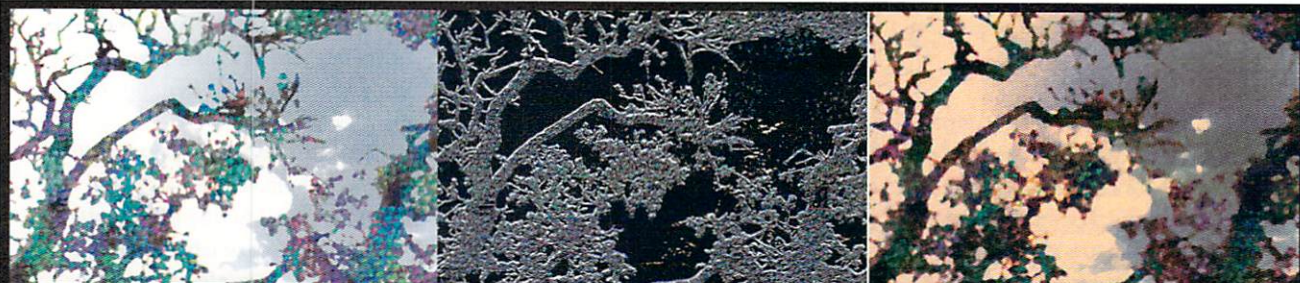
beforehand to turn off all but one color gun (leave the R, G, or B on that has the best contrasted image). This is possible in the ImageFX balance window.

Posterizing an image before applying edge detection enhances all of the detail because intermediate grays are dropped out. This might be a good choice for a harder edged effect, like a technical illustration (use a fairly low posterization setting).

Turning up the contrast (which I call "underpainting with contrast") before using an oil painting effect,



Snake Skin texture, Blur, and Oil Paint. The texture translates into what appear to be brush strokes, emphasizing the believability that this is truly an oil painting.



On the left is a Cubist Painting Effect (setting=500 strokes) and randomized color, followed by Oil Paint with a brush size of 3. This is very much like a Zen watercolor. In the middle, the same cubist Painting Effect with negative on, followed by a ramping edge detection. The result is much like Oriental embroidered silk. Plaster Texture (Shading on), Blur, a Dispersion of 8, followed lastly by Oil Painting with a brush size of 4. Finally, Antiquing was applied over everything, adding an ethereal yellowish cast to the painting.

gives you a graphic that looks like a paint-by-the-numbers piece. Using a high dispersion routine setting before oil painting produces a watercolor look. This can be most effective with the human face as the target.

Underpainting with a texture before applying the oil painting effect can result in some beautiful abstracted electronic paintings. Unless you

Solarize- This is like adding a super blast of sunlight, and works best when used as an underpainting technique before a Sobel operation.

Posterize- Woodstock anyone? This operator can either produce 60's like art right from the box, or it can be used to underpaint another painterly effect. It is important to select a graphic with lots of color all over or

does, it smears edges. This can add a lot to later painting effects.

Roughen- This is a lot like dispersion, but instead of effecting edges alone, it roughens the whole graphic, introducing pixelated noise into the mix. Under the right circumstances, this can create a look comparable to what an artist calls "stippling", especially when a Sobel routine is applied over it.

Apply Texture- This applies a texture seemingly "behind" the artwork. The texture list is very extensive.

Paint Effects- These are similar to textures, except that they seem to rest on rather than behind the graphic. The menu is one of ImageFX's most complex, offering thousands of possible ways to apply these effects.

Unlike most other Amiga graphics output tools, ImageFX saves out images at 300 DPI. Hope you enjoyed this ImageFX excursion. The next AC ImageFX tutorial will focus upon rub-thru variations. Enjoy! See you in ROMulan space.

ImageFX
Nova Design, Inc.
1910 Byrd Avenue
Richmond, VA 23230
(804) 282-6528
(804) 965-0234 BBS

•AC•

Please Write to:
Shamms Mortier
c/o Amazing Computing
P.O. Box 2140
Fall River, MA 02722-2140

Underpainting with a texture before applying the oil painting effect can result in some beautiful abstracted electronic paintings.

absolutely require it, I would caution against using textures right out of the bottle. Either blur the image afterward or use a painting effect. I find vanilla textures alone a bit too harsh and "computery" looking.

The Looks

Negative- This operator does what it says, reversing all of the hue and luminance values in an image. It is best used as a special underpainting technique, and works best on segments of an image rather than on the whole graphic. It has no effect on edge detection, since edges remain edges.

Edge Detection- Although IFX offers three separate edge detection methods, the most useful one to our present explorations is the Sobel routine. This produces exquisite pencil and pen-like graphics from photos.

you will be dissatisfied with the results.

False Color- I usually use the "use palette" option here. The result is a very modern looking graphic, part edge detected and part colorized. This is a good tool out of the box, though using a blur over it decreases the computer look.

Antique- You can use this as is on photos to produce aged graphics. Used with other routines, usually last, it also gives a warmer character to the graphics.

Oil Paint- This option smears out edges and detail and at the same time differentiates color blocks. Used with other routines first, some startling electronic paintings can be produced.

Disperse- This operator also addresses edges, but instead of merely following them like edge detection



DKB Announces WildFire 060 Accelerator for the A2000 & RapidFire SCSI-2 Controller

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Cinema 4D

Object Sculpting Techniques

by R. Shamms Mortier

The Amiga boasts some of the most serious 3D software of any system available, and it can compete effectively with any other platform. The only difference is speed. That is why so many Amigans dizzy by the lack of Amigas have been opting to

purchase Pentium or Alpha machines, not so much for the available software as for the dedicated rendering power.

No serious animation studio is without at least one Amiga. True, it may be hidden away so that the client only gets a view of the spanking new

SGI sitting center stage, but the Amiga is still there, waiting, breathing the hot winds of creativity when the lights are low and the designer is alone with her thoughts.

We all have our favorite Amiga 3D software, and for those of you having suffered all these years through my sermons and tutorials, you know all about my choices. My choices in 3D software aside for the moment, I also recognize that you deserve to know about the full range of available options. However, "Houston, we have a problem."

By myself, I am incapable of providing that, as no single Amazing author can cover every aspect of the 3D field alone. Each has her/his own target area of mastery, and the writing skills to lead you, the thirsty artist and animator, to water. That is why it is important that those of you who have mastered specific packages get up the courage and take the time to contribute those ideas to other *Amazing Computing* readers from time to time. In that way, we'll all benefit from each others discoveries.

Speaking about discoveries, I have discovered that Cinema 4D from HiSoft has art and animation options not found in competing Amiga packages that I am aware of (and like the jaded world traveller, "I've seen and explored 'em all" in the last ten years). Some of you may have seen my Cinema 4D review in the February issue of *Amazing Computing*, where an overview of C4D's features was presented.

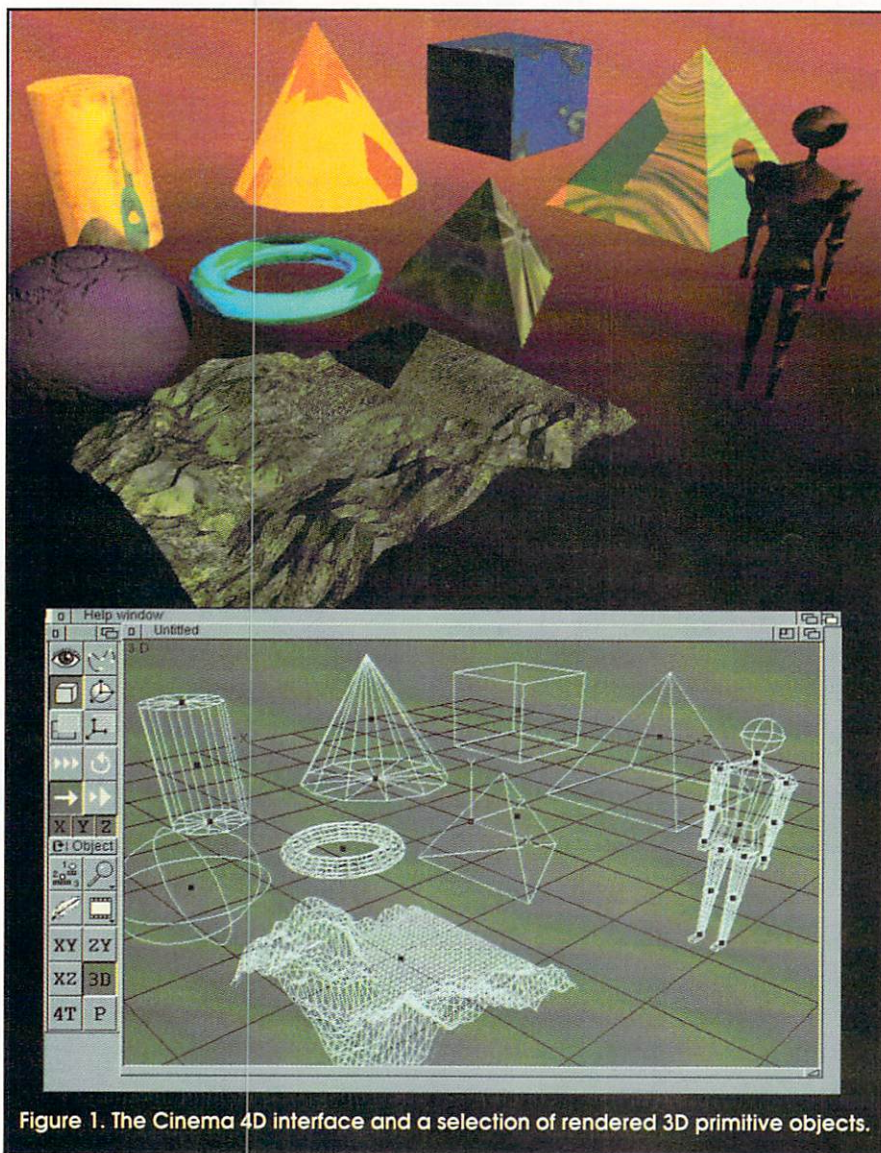


Figure 1. The Cinema 4D interface and a selection of rendered 3D primitive objects.

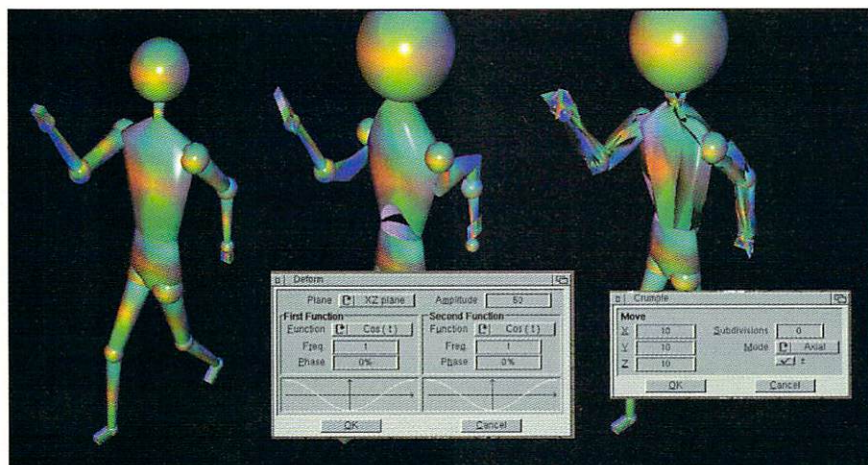


Figure 2 (left). Deform and Crumple are two of C4D's effects that can be applied to 3D objects. Here we see the Cinema 4D "Figure" object, and to its right are the applied "deform" and "crumple". The interactive menus allow for the changing of the respective settings.

I have discovered that Cinema 4D from HiSoft has art and animation options not found in competing Amiga packages...

Cinema 4D is a very rich program, however, and deserves more specific looks at some of its creative tools. It has more market share overseas at this point than here, but then again it hasn't been openly available here except for fairly recently.

What I would like to do is to offer you a handful of tutorials that explore some of C4D's tools in greater detail. One, because that will allow you to decide if what Cinema 4D does is what you might be looking for, and two, because you should be aware of what other Amiga packages are capable of, even if you decide that they are not your cup of virtual tea. In this first Cinema 4D tutorial, we will be taking a close look at some of the available object sculpting and creation options, how they work, and the unique objects that they can provide.

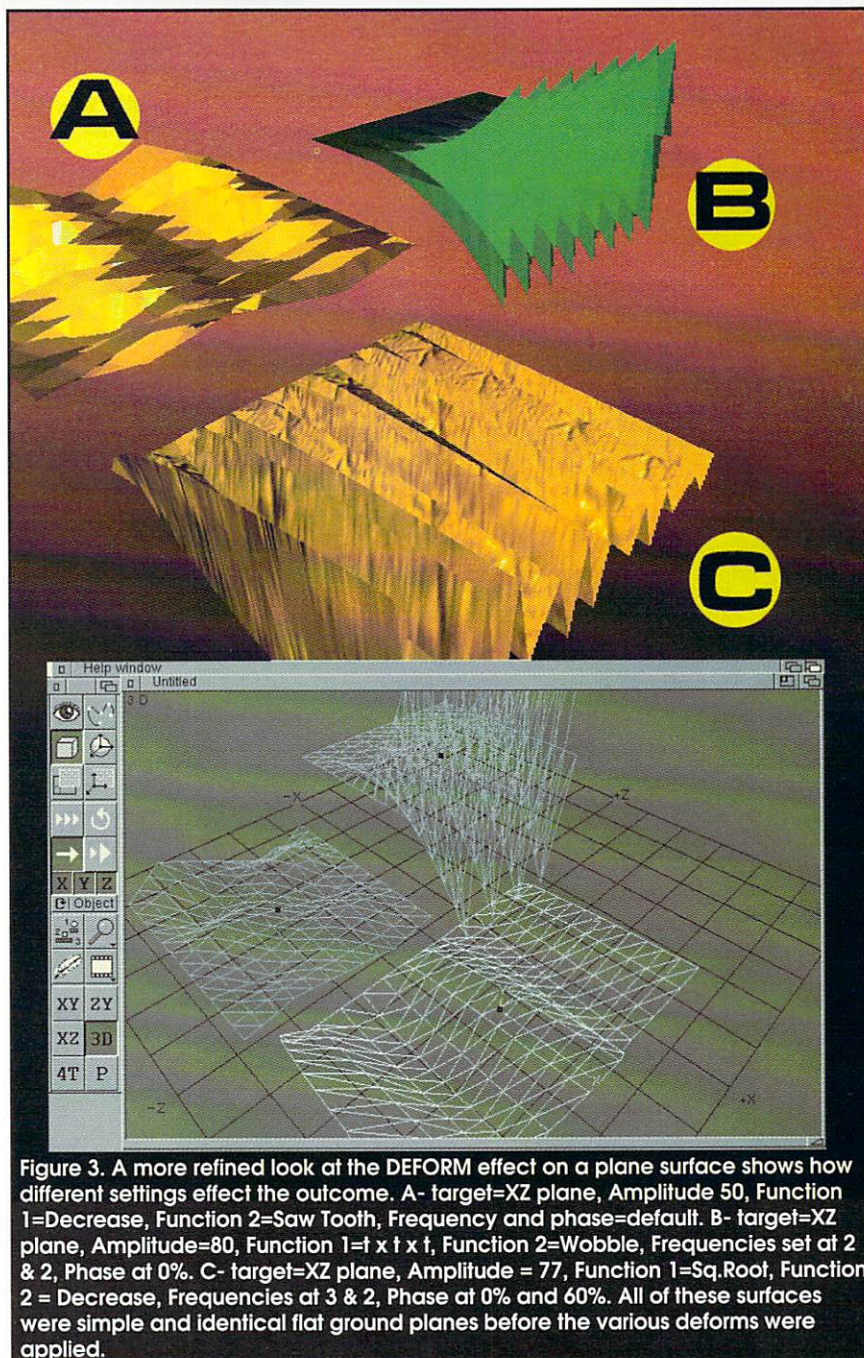


Figure 3. A more refined look at the DEFORM effect on a plane surface shows how different settings effect the outcome. A- target=XZ plane, Amplitude 50, Function 1=Decrease, Function 2=Saw Tooth, Frequency and phase=default. B- target=XZ plane, Amplitude=80, Function 1= $t \times t \times t$, Function 2=Wobble, Frequencies set at 2 & 2, Phase at 0%. C- target=XZ plane, Amplitude = 77, Function 1= $Sq.Root$, Function 2 = Decrease, Frequencies at 3 & 2, Phase at 0% and 60%. All of these surfaces were simple and identical flat ground planes before the various deforms were applied.

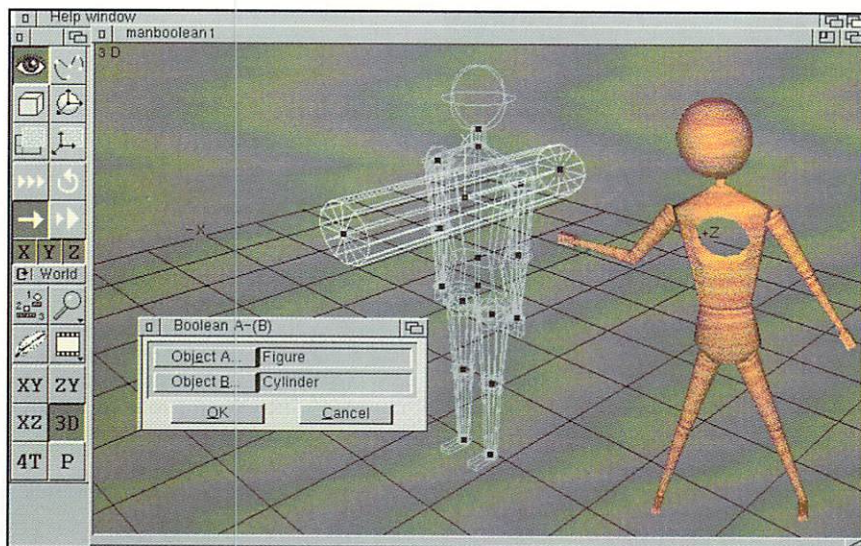
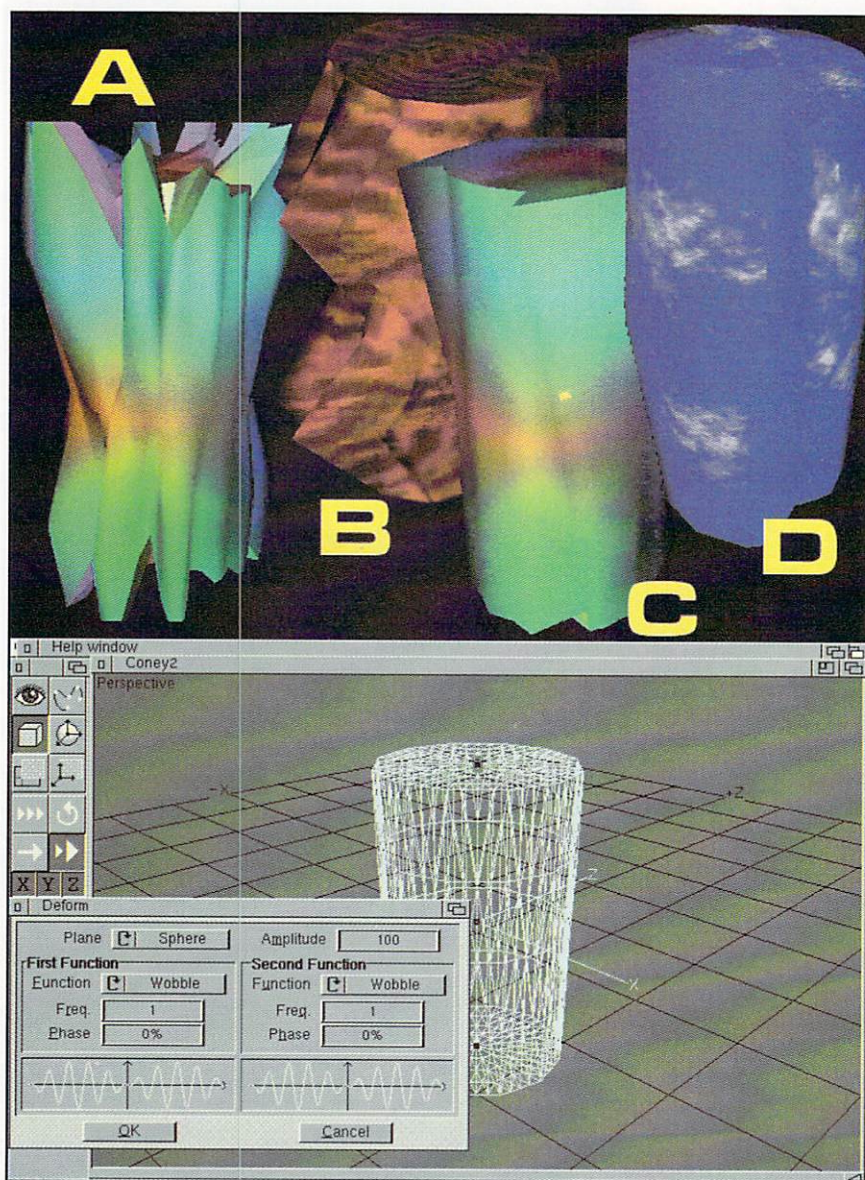


Figure 4 (above). Boolean operators perform drilling magic in Cinema 4D. When selected, a pop up menu allows you to choose the drill and the target object. Then it is merely a matter of waiting a few seconds while the operation is completed.

Figure is an articulated humanoid form, and Fractal is an automatic 3D terrain generator.



Cinema 4D Primitives

At this juncture in the development of 3D/4D software, most every package has a selection of primitives, basic objects, that can be accessed. Many times you can use primitives unchanged, stacking them like so many blocks to build more complex objects. Actually, we should be calling these primitives "internal primitives", because in a sense, any pre-made object you load can be thought of as a primitive. It can always be used unaltered as part of a larger construct.

Cinema 4D has a rich collection of internal 3D object primitives. These include: cone, cube, cylinder, pyramid, sphere, tetrahedron, torus. These are listed under Object/Primitives menu, along with some 2D and non-object primitives (which I would prefer to be placed in another non-3D object list).

Also listed in the Object/Special Object menu are two choices that I would group with the 3D primitives list, Figure and Fractal. Figure is an articulated humanoid form, and Fractal is an automatic 3D terrain generator. See Figure 1 for a visual display of these 3D primitives.

Figure 5 (left). All of these objects were built using a primitive cylinder as a base and applying specific Deform parameters on the planes of targeted change: A- Sphere Plane, B- Cylinder Plane, C- XY Radial Plane, D- Sphere Plane with Square Root functions.

Figure 6 (right). The subject we have chosen is a primitive Cinema 4D Torus. A- Radial with an X Move of 50, B- Radial with an X Move of 100, C- Axial with XYZ Move set to 10, 10, 10. I am amazed that of these objects look like yummy frosted pastry.

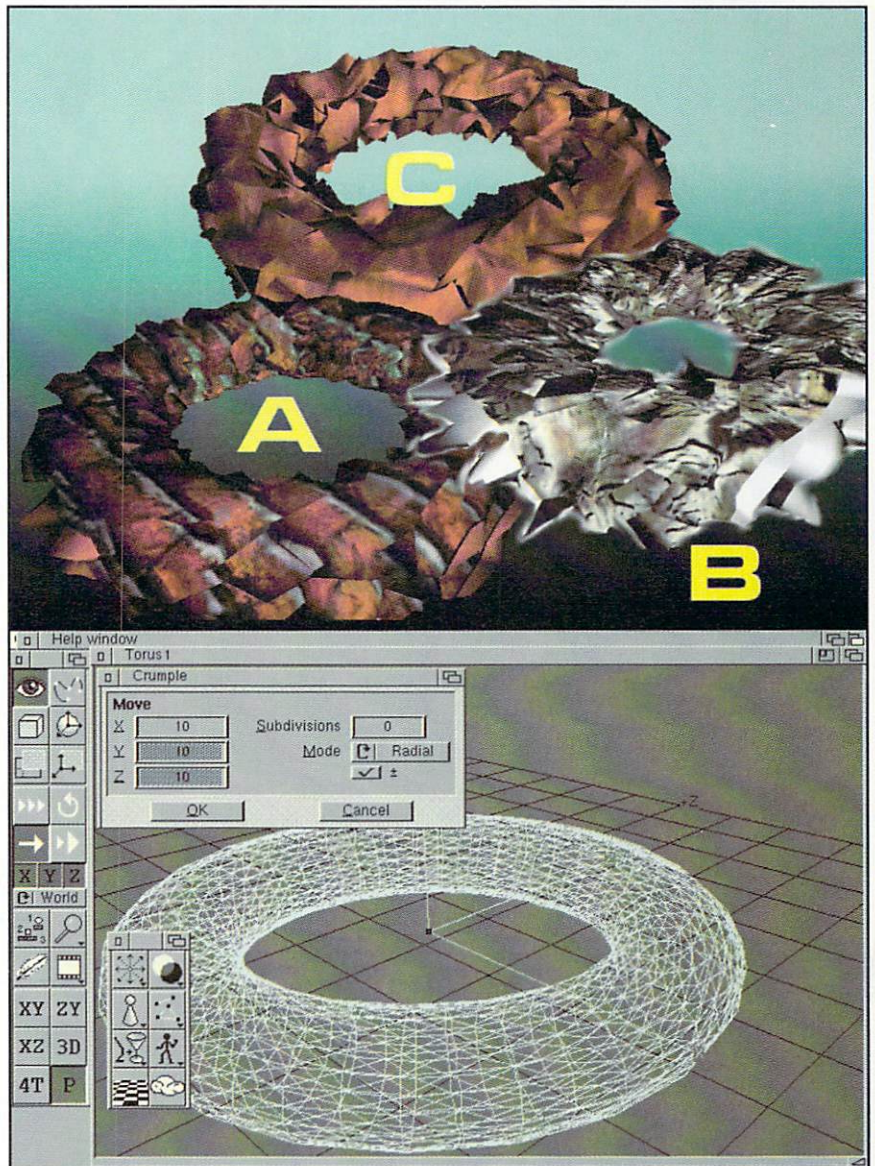
As a general rule, when you want to bring up data menus for transformation operations in Cinema 4D, you hold down the shift key while making your choice. There are so many possibilities for object transformation included with Cinema 4D, that giving you some sense of what is possible so that you will gain a degree of intuitive knowledge on what the controls are capable of requires a narrowing of your explorations.

What I mean is that jumbling all of the controls at once (and this goes for any software you are trying to learn) may result in accidental nice graphics, but will give you zero retention rate when it comes time to repeat your tasks. I would suggest then that you play with just one option at a time in the control menus, keeping some records of what your tweaking produces.

Choose a simple object, a cylinder or cube for instance. Deforming objects always takes notice of how complex, how many polys, are being operated on. Better results are achieved when there are more polys involved, since this means that the twists and turns of the new object will be seen as a smoother surface.

Twisting an object with a minimum number of polys results in sharper edges overall, not that you might not require that on occasion. What I generally do to a primitive object is to make sure it is triangulated (polys become triangular surfaces) and then double the polys. This results in a better object to deform, twist, and bend.

In Cinema 4D's Deformation controls, the first control parameter I would like to suggest for experiment is the "Plane" controls. This toggleable list tells the software which plane or series of planes the effects will be applied to, and very different objects



can result from the application of these options alone. The results of selected alterations in the planar option can be appreciated in Figure 5.

axial, then all three axis can be numerically altered. I usually leave the "subdivisions" setting at its defaulted zero.

Deforming objects always takes notice of how complex, how many polys, are being operated on.

Crumple

Crumple is really a special case of Deform, but with fewer options for targeted change. You can either apply a crumple effect radially or axially. If radial, then only one axis parameter, the X, can be numerically changed. If

Crumples are great in an animation, and can add that needed touch of realism to a piece of printed paper floating on the wind. Experiment and explore this setting at will, and also look at the results achieved in Figure 6.

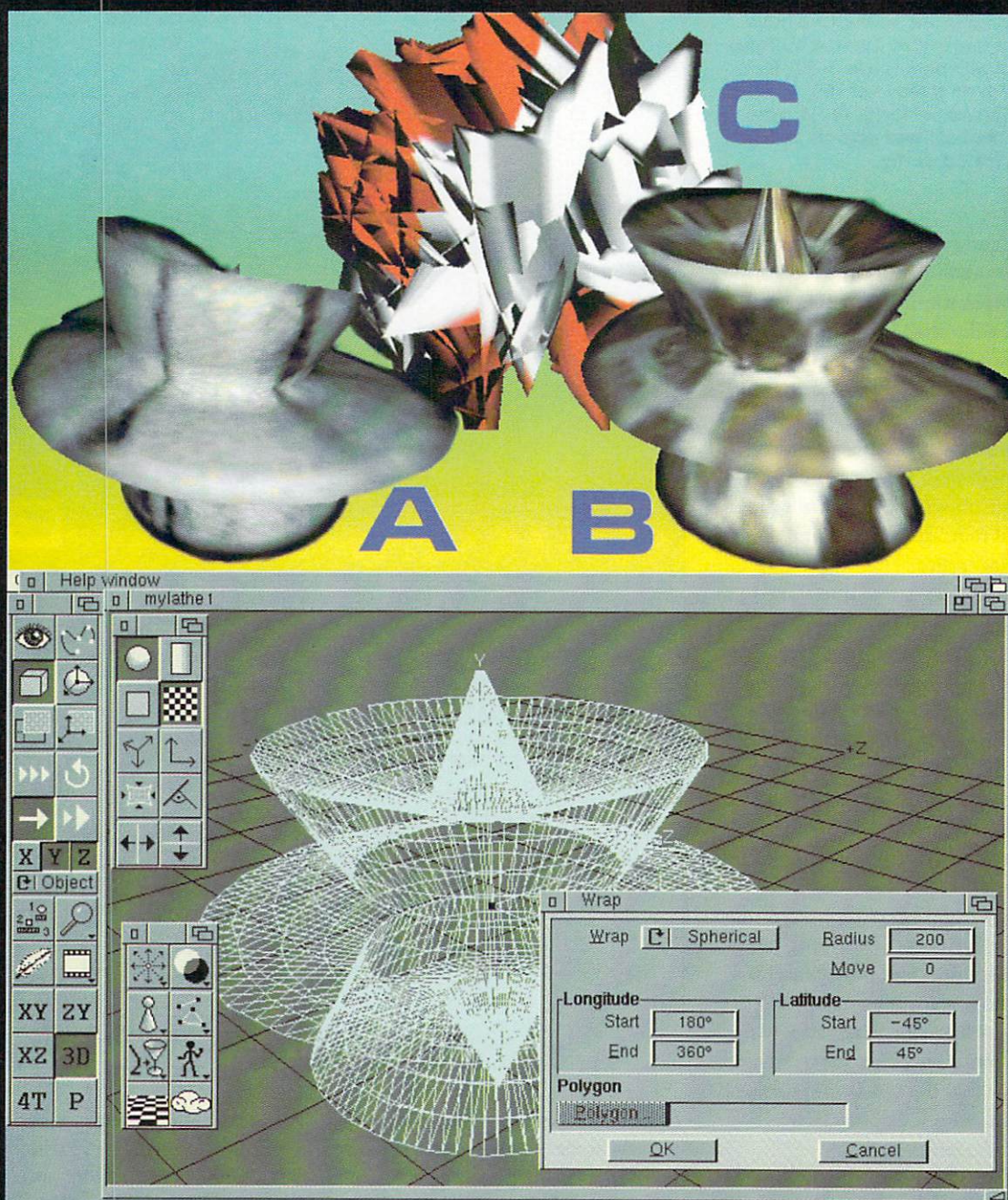


Figure 7. Another Cinema 4D object modification possibility is "Wrap". Selections include Spherical, Cylindrical, and Planar. This effect tries its best to wrap a selected object into the chosen shape, many times with unexpected results when the object is a 3D one, as you can see from the way that this lathed object responds to the effects. A- Spherical, B-Cylindrical, C-Planar. The lathed object was wrapped on a star shaped polygon for the planar effect, resulting pretty much in a crumpled mess, but it animates interestingly.

Wrap

This effect is probably best applied to a plane or 2D poly object, since the alterations it produces on 3D objects is often strange. It does make for interesting animations, no matter the targeted object. A right mouse click on the effect brings up its requester where parameters can be altered. Make sure that all objects explored with this

effect have had their polys subdivided at least twice, resulting in smoother final renders.

Conclusions

Cinema 4D is far more extensive in all areas than the few examples we have illustrated demonstrate. Hopefully this will give you some sense of its power, and also let you know that

Amiga development in the arena of 3D graphics is still continuing. Our next Cinema 4D tutorial will take a further look at C4D's capabilities. Enjoy! See you in ROMulan space.

In the U.S., Cinema 4D (a HiSoft product from England) is distributed and supported by Oregon Research (503) 620-4919 orres@teleport.com

•AC•

Web Typesetting

Part 1: Introduction

by Randy Finch

Discover the tools available on other platforms and what you can do with your Amiga to begin creating Web pages on the Internet.

The long stated prognostications have finally come true. The Internet has become a mainstream means of publishing and communicating. File transfers, remote programs, E-mail, home pages, newsgroups, list servers, video-conferencing, and much more are a reality over the Internet.

Thousands of new subscribers come online every day. New home pages are added at an unbelievable pace. The biggest problem seems to be the ability of the communications companies to keep up with the bandwidth needed to handle the number of people online. Fortunately, they have been doing a pretty good job so far.

The World Wide Web

One of the fastest growing segments of the Internet is the World Wide Web or WWW for short. Currently, the WWW allows individuals, businesses, organizations, educational institutions, and whomever to create a textual and graphical, somewhat multimedia, presentation that anyone with an Internet connection and Web browser software can access.

Of course, with the currently available transfer speeds, it is not yet a true multimedia system. Rather, it is an infant in its crawling stage. However, with higher transfer speeds (ISDN and cable access) and new file compression schemes, it will soon

begin to pull itself up and start cruising along the edge of the couch. Hopefully, by the end of this millennium, it will be walking tall and beginning to run.

Getting Connected

There are essentially two ways to connect to the Internet. One is a direct connection; the other is an indirect connection. The former requires you to purchase all the equipment necessary to connect with a communications company that offers Internet services. This can cost thousands of dollars up front and is therefore mostly limited to businesses and institutions.

The indirect connection only requires purchasing a modem and connect time with an Internet Service Provider (ISP) who themselves have a direct connection into the Internet. This method is relatively inexpensive if you already own a computer. To give you an idea of the cost, my name-brand 28.8 Kbps fax modem cost about \$200 several months ago. Some off-brands with the same speed are now available for about \$100.

My local ISP has two basic levels of service available. The first level is \$9.95 per month and allows 10 hours of connect time. For each hour above 10, I pay \$0.95 per hour. This service also includes 10 MB of hard drive space for storing files or creating a personal home page. Space above 10

MB costs \$1.00 per MB per month.

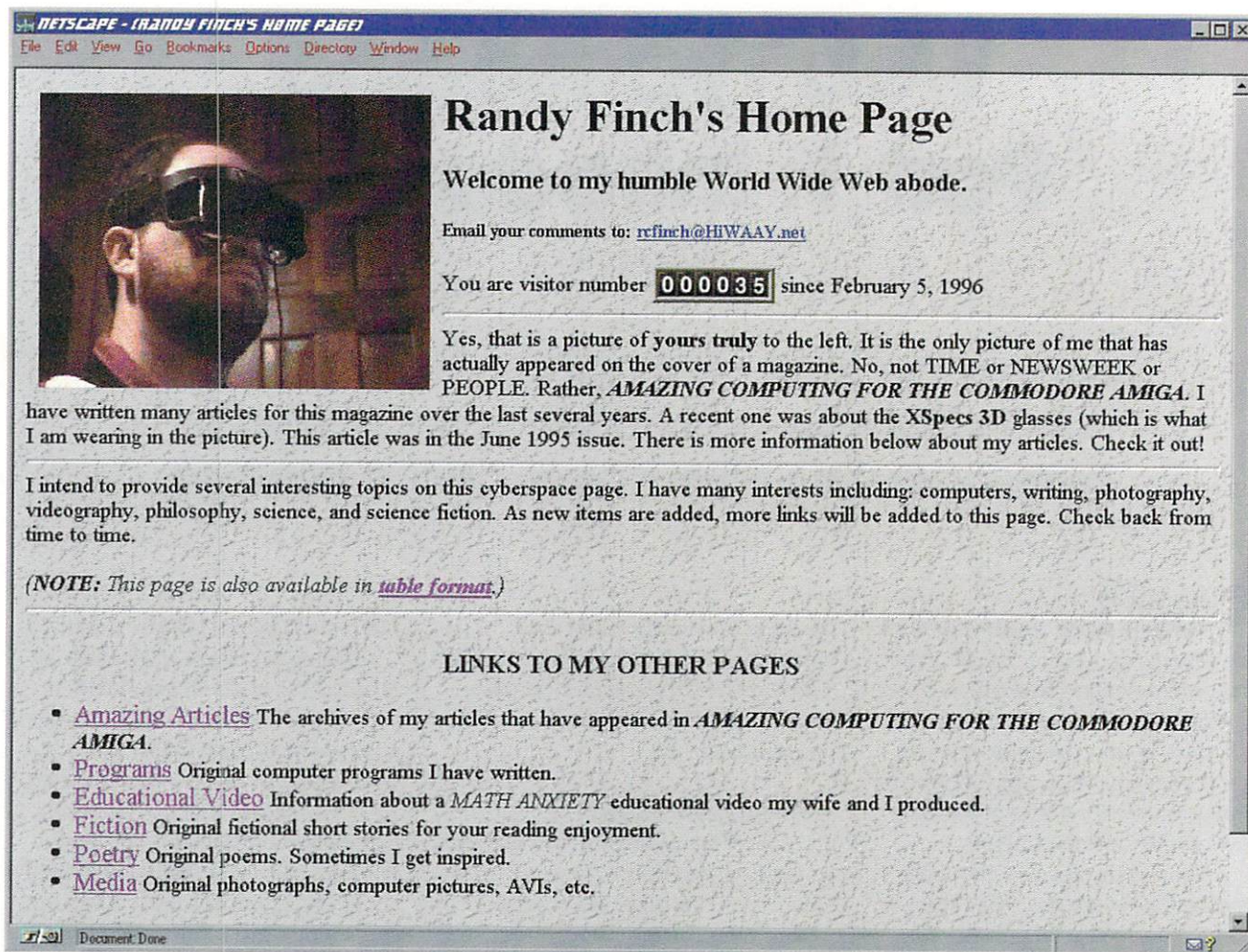
The second level of service from my local ISP is \$24.95 per month. It provides a "common sense" unlimited access to the Internet as well as unlimited disk space—within reason.

I have heard that in some areas, major educational institutions offer unlimited access to the Internet for about \$15. If you live in such an area, check it out. Just be aware that there are many different services available on the Internet and some ISPs may not offer all of these to their customers.

My ISP has a mail server, a news server with all newsgroups available, an FTP server, a WWW server, a chat server, personal home page capabilities, an 800 modem number for out-of-town access (with a surcharge), backup numbers, and good tech support. They are also continually increasing the number of lines available so no one will ever get a busy signal when they try to connect. Just because a particular ISP is cheaper does not mean it is a better deal. It all depends on how you plan to use the service.

Web Browsers

There are many different Web browsers on the market. Unfortunately, as Rob Hayes said in his February 1996 column in *AC*, AMosaic is the only one currently available for the Amiga. Further, the Amiga AMosaic does not support some of the



Visit the Author's own homepage at <http://fly.hiwaay.net/~rcfinch> for a sample of diverse personal Web activity.

newer features available with browsers on other platforms, although some of these features will be added in future updates.

The most advanced browsers are available for PCs, Macintoshes, and Unix systems. The most popular browser by far is Netscape Navigator. It is a multi-platform (but not Amiga) product and is free for students and staff of academic institutions and charitable non-profit organizations. For everyone else, it costs about \$49. However, anyone can download the software and use it for 90 days before deciding to purchase it.

Netscape has been praised by some and disparaged by others for offering features that are not yet standardized and sometimes not even on the drawing board for future standardization. Netscape defends itself by saying that the standardiza-

tion process is too slow and cannot keep pace with customer demands.

Microsoft is now giving Netscape a run for their money. Its new Internet Explorer Web browser is totally free to

custom features, it is still behind Netscape Navigator.

Many other "free" Web browsers are available, but none are as feature laden as Netscape Navigator. Also,

There are essentially two ways to connect to the Internet. One is a direct connection; the other is an indirect connection.

everyone. However, until recently, it was only available for Windows '95. It is now available for Windows 3.1 and Macintosh platforms in beta form. Although the Internet Explorer supports some of the newer browser features and has some of its own

most online services such as America Online, CompuServe, Prodigy, and others have their own Web browsers built into their access software. I am only familiar with America Online's browser and it is no match for either Navigator or Internet Explorer.

Home Page Creation

Now we get to the meat of what this series of articles will be about: creating your own Web pages on the Internet for the world to see. In order to do this, you will have to have an account with an ISP that allows its customers to create Web pages and all the necessary programs for connecting to their server. (See Rob Hayes' On-Line Amiga Telecommunications column in the February 1996 issue of AC for comprehensive information on this topic.)

Once this is taken care of, there are several software tools you will need. A text editor or word processor capable of saving ASCII text files, a graphics package capable of saving files in GIF or JPEG format (preferably both), an FTP program for transferring files to the ISP's server, and one or more Web browsers for testing your Web pages.

Web pages are created in HTML (HyperText Markup Language) format. HTML files are in ASCII format so they will be totally portable across computer platforms. An HTML file contains the text that will appear on the Web page along with some special codes for formatting the text, referencing graphic files, and creating hypertext links to other documents. For anyone who has created AmigaGuide help files, this will be familiar. (See my article on CanDo programming in the March 1994 issue of AC for information on creating AmigaGuide files.)

In my next column, I will begin a tutorial on creating HTML files for the WWW. Along the way, I will point out features that are not available in AMosaic since your target audience, as was mine, may be mostly Amiga users. I will use my own home page (Figure 1) in the tutorial.

Web Creation Tools

Web creation tools for the Amiga are very slim, but are in abundance on other platforms. For this reason, I currently produce my Web pages on a PC running Windows '95. I use an HTML tag editor, a graphics file conversion program that can write

files in both GIF and JPEG formats and can read IFF files. In some cases, I use a WordPerfect add-in called Internet Publisher for saving WordPerfect files in HTML format.

A tag editor is nothing more than a text editor that has an easy way of inserting HTML codes into the document, thus alleviating the user from typing them in. I know of no HTML tag editors on the Amiga. However, if you have an editor that allows macros to be created or supports ARexx, then you can build your own tag editor. I will discuss this more in a future article.

If you would like to check this out now, you can download an evaluation copy of HTML-Heaven from PKS

probably heard, Amiga Technologies GmbH (<http://www.amiga.de>) has already released a system called the Amiga Surfer in Germany. It should be available in North America soon.

The hardware in the Amiga Surfer consists of an Amiga 1200 with 2 MB of RAM and a hard drive, a 14.4 Kbps fax modem, a telephone connection, and a power supply. The software consists of the Wordworth text processor, Datastore database, TurboCalc spreadsheet, Organiser personal organizer, and Personal Paint graphics program. Internet software is also provided in the form of a PPP driver, I-Net 225 TCP/IP stack, Mindwalker Web browser, VooDoo E-mail program with MIME support,

Web pages are created in HTML (HyperText Markup Language) format. HTML files are in ASCII format so they will be totally portable across computer platforms.

MultiMedia Consulting at <http://www.iaehv.nl/users/paul/heaven.html>. It uses ARexx with many popular ARexx aware text editors for adding HTML tags to documents. This software is shareware. The registered version is \$15 and adds several extras to the evaluation version.

Since GIF and JPEG are the standard graphic file formats for Web browsers, they need to be used in your Web pages so everyone can view your pictures. Although it would be nice for the program you use for creating graphics to be able to save files in these formats, it is not absolutely necessary. Another program capable of converting IFF files to GIF or JPEG can be used for this task.

The Future of the Amiga and the Internet

Although gathering all the tools together for browsing the Web, creating your own Web pages, and then getting them all to work on your Amiga is a daunting task, this may change in the near future. As you have

AmFTP FTP program, AmIRC chat program, MultiTerm SE terminal program, and MultiFax Light faxing program. This package costs DM 1199 (about \$810).

For people who already own a compatible Amiga, the Amiga Surf Kit containing the modem and the Internet software will be sold for DM 299 (about \$202). For those already owning a modem, the Amiga Surfware package containing only the Internet software will be sold for DM 199 (about \$135). Watch this column for a future review of the Amiga Surfer package, comparing it to the software currently available on the PC platform.

See you soon. In the meantime, check out my home page at <http://fly.hiwaay.net/~rcfinch>. I have all of my past AC articles online there. My E-mail address is rcfinch@hiwaay.net.

•AC•

Please Write to:
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c/o Amazing Computing
P.O. Box 2140
Fall River, MA 02722-2140

Has Oregon Research created the ultimate Amiga telecommunications program or have they just come close?

by Rob Hays

Mention the word termite to a homeowner and watch their face blanch at the thought of huge exterminator bills. Mention the same word to an Amiga owner with a modem and watch their face light up with joy. While there still is the potential for a huge bill, it will be the result of many happy hours spent on the phone downloading files from BBS's.

Termite from Oregon Research is the first commercial terminal program for the Amiga in too many years. Because of the proliferation of good public domain and shareware terminal programs, many Amiga users thought

this was a saturated market. However, with a street price very near the suggested shareware fee of many freely distributable programs, Termite has managed to make a home for itself.

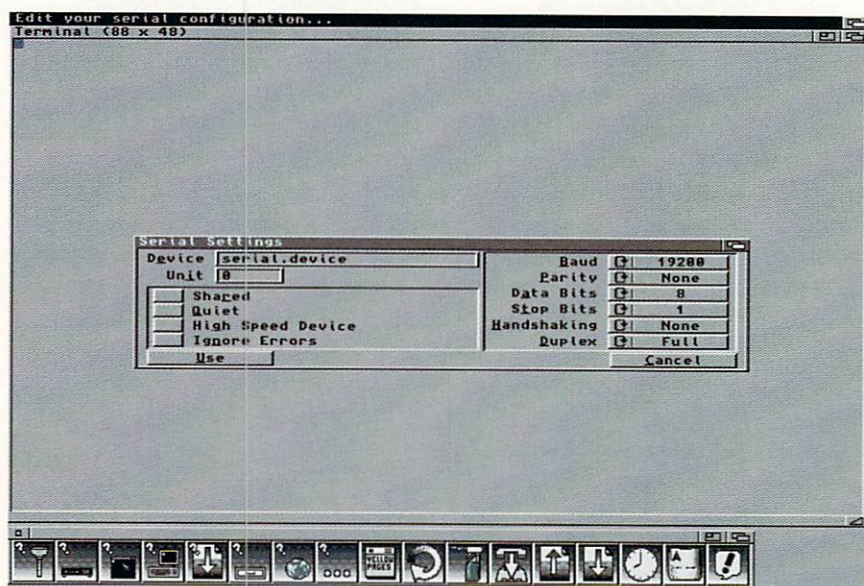
Supplied on a single floppy disk, Termite is installed with the use of the Commodore Installer utility. Other requirements are OS2.04 or above, a Hayes-compatible modem, and a minimum of one megabyte of RAM.

Termite is most certainly a full featured terminal program, including all of the features needed for modern telecommunicating: a phonebook to store the numbers of favorite systems,

and any special configuration settings they may require, review buffer to re-read text that may have already scrolled off the screen, the ability to transfer files between your Amiga and the host system, and more. In fact, there are very few features that one could wish had been included.

At the start, Termite displays a button bar at the bottom of the screen. This row of icons gives one click access to the most commonly used functions of the program. No need to fumble through the menus or try to remember hot-key combinations. Want to bring up the phonebook? Just click on the phonebook icon and up it pops. Don't care for the placement of the icons within the bar? Rearrangement is a matter of only a couple of mouse clicks. Prefer the buttons in a vertical line-up instead of the usual horizontal one? A single click makes the change. You can substitute your own artwork for any of those supplied for the buttons, and each button has its own editor available to help make alterations quick and easy.

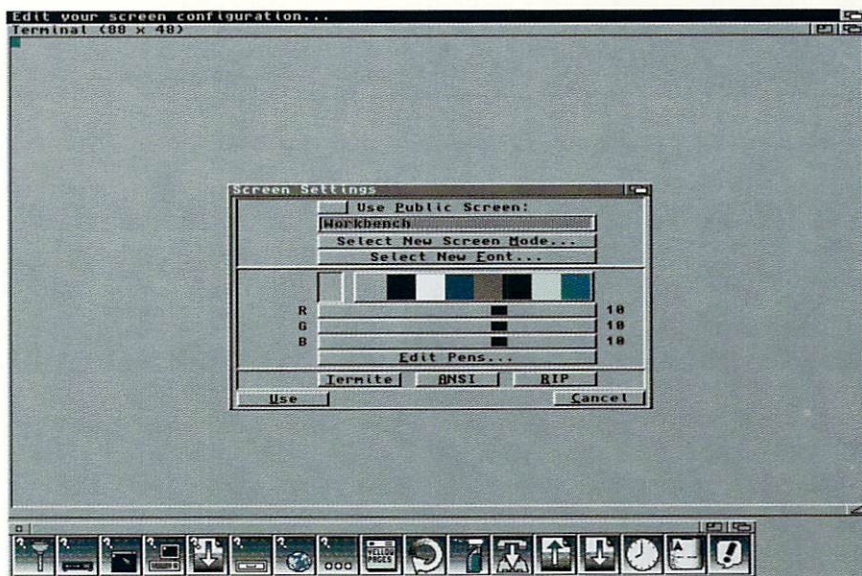
If I had to describe Termite in one word, that word would be flexible. The variations available with the button bar are just one example of this flexibility. Nearly every other aspect of the program's operation and appearance has the same sort of choices



At the start, Termite displays a button bar at the bottom of the screen. This row of icons gives one click access to the most commonly used functions of the program.

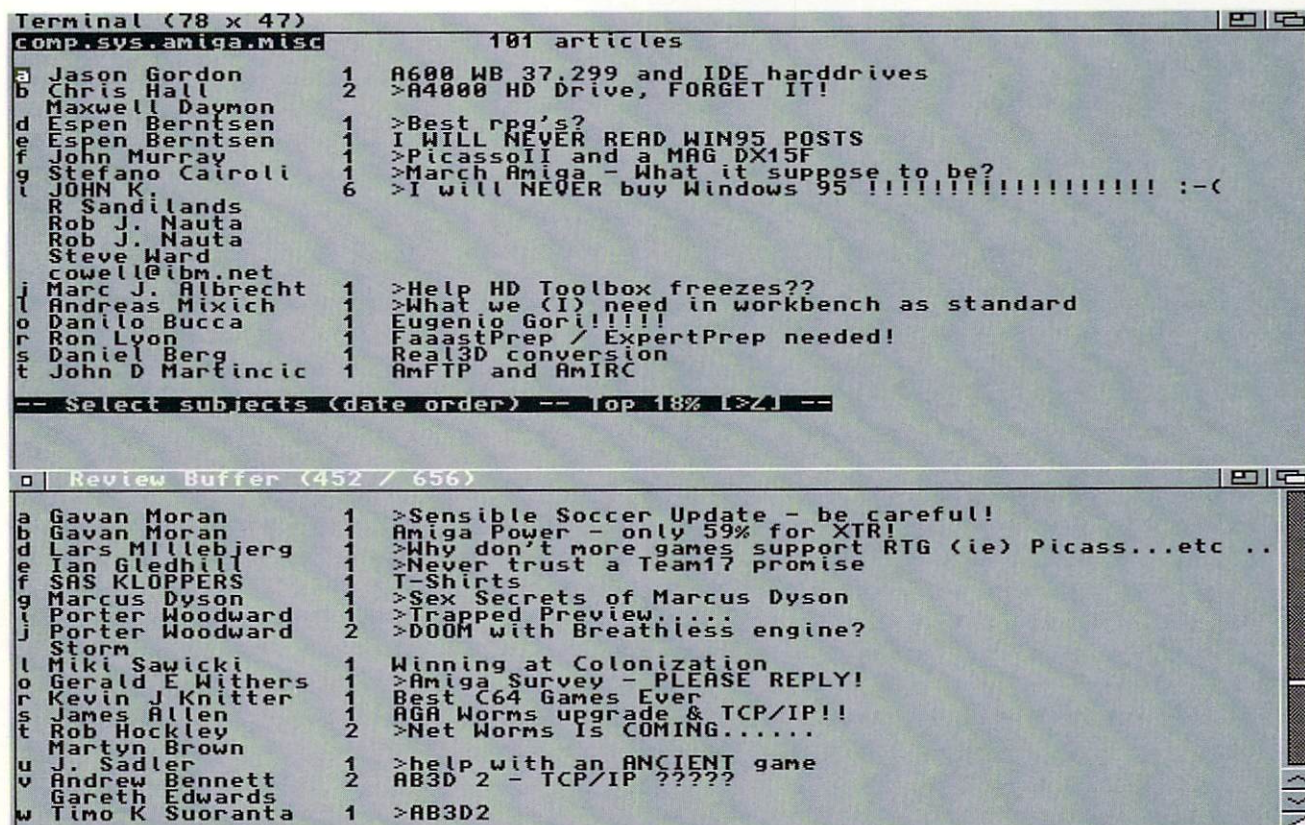
available. The down side to all of this flexibility is the need to configure all of these different options. While this can take some time to fine tune, most users will be able to get online with their local BBS's with the default settings.

Scripts within Termite can range from simple to complex. A simple script to automate the login process can be generated with a menu choice. This will cause Termite to learn the procedures and write the script necessary to reproduce the required actions. From then on whenever Termite dials the phone number, your login script will be executed.

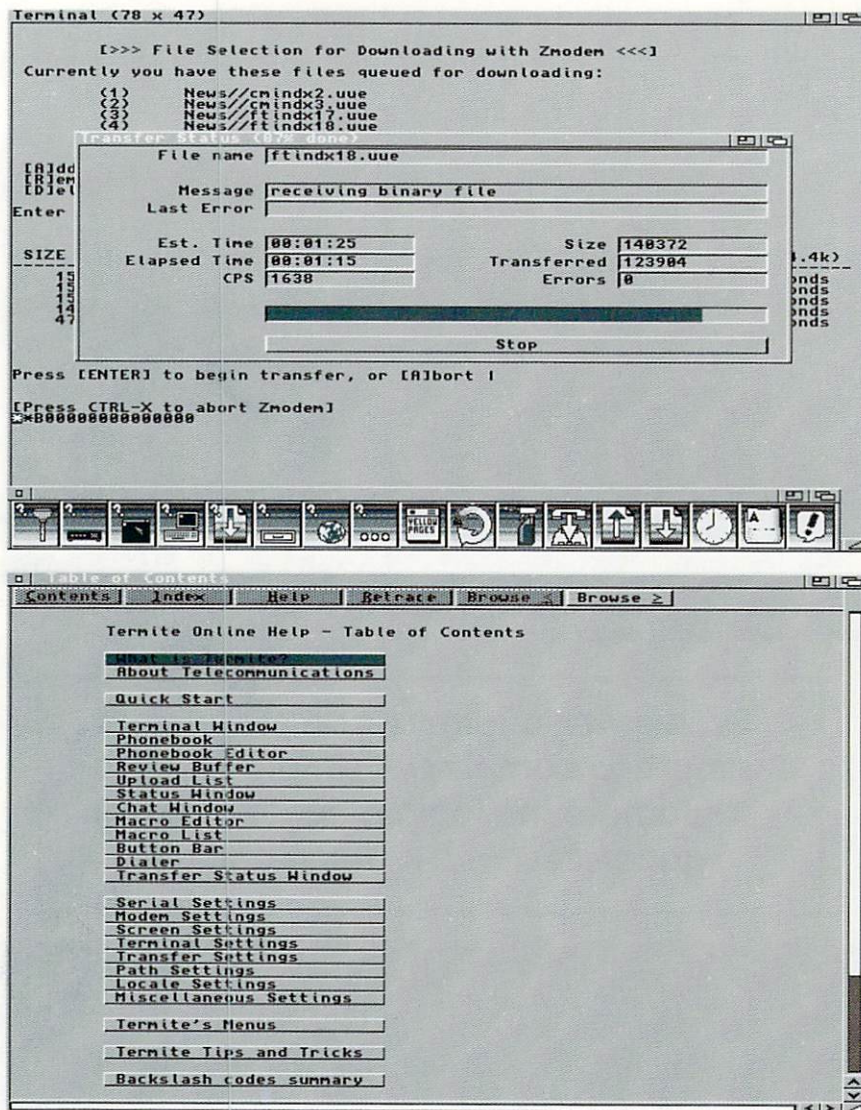


Termite allows its users to completely configure the program to their tastes from screen colors to icon design.

Scripts within Termite can range from simple to complex. A simple script to automate the login process can be generated with a menu choice.



Termite's displays offer users a full view of what is going on including the ability to split screen.



Using status boxes, interactive menus, and on-line help, Termite 1.1 offers Amiga users a complex, but flexible terminal package.

More complex scripts and macro functions can be written to automate entire online sessions if you wish. With a vocabulary of 30 AREXX commands, virtually all of the functions of Termite, your modem, and your Amiga's serial port are controllable through your scripts.

Termite has built-in terminal emulations for the ANSI and VT 102 standards. Between them, these two emulations will probably work on 90% of the BBS's around. Also included with the program are three other emulations, and the ability to add many more. Transfer protocols include the popular Zmodem, and CompuServe's QuickB. As new terminal emulations and transfer

protocols are developed, they can be added as standard XEM and XPR libraries, which insures Termite can continue to serve your terminal program needs for years to come.

Termite's current version is 1.1, and it is much improved over the original. Oregon Research has a very liberal upgrade policy, and if you are still using version 1.0, I urge you to get the new one. They also maintain a presence on CompuServe, Genie, and the Internet for support and information.

The manual is spiral bound and does a fine job describing the program and its use. The section on troubleshooting is short but should solve most common problems. A quick reference

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card illustrates the standard button bar icons along with their hot-key equivalents, and the file name of the artwork for that icon.

Faults and Conclusions

With the understanding that no program is perfect, there are a few minor items I would like to see changed in the next version. When setting the paths Termite uses, the gadget that brings up the standard Amiga file requester is a blank box instead of the standard graphic symbol. Also, during a download there is no indication of remaining space on your destination drive. An indication of free space could be a real help during long downloads to already packed drives. Finally, when you call up the on-line help, you get either a table of contents or an alphabetical index of topics available. The addition of context-sensitive help would be a welcome enhancement.

The minor nature of my suggestions is a tribute to Termite's programmers. If you are still limping along with an old terminal program, you owe it to yourself to check out Termite.

Termite 1.1 \$49.95
Oregon Research
16200 S. W. Pacific Hwy,
Suite 162
Tigard, OR 97224
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Internet: orres@teleport.com
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NOTE: These same chips are original replacements for the A2000 series. Comes with a 90 day warranty, the Final Test system and PAL/NTSC diskette. (Runs both NTSC or PAL)

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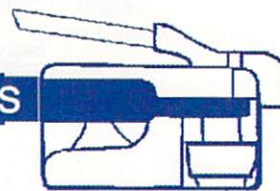
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on line

amiga telecommunications

by
Rob
Hays



Comparative shopping for the best on-line services.

This month we will take a break from surfing the Web to catch up on some odds and ends.

New Rates At Genie

On January 24, the GENie network was sold to Youville Renaissance Corporation. This is a division of IDT, which is an east coast Internet access provider. Wasting little time, the new

February 1 the rates changed from \$8.95 per month with four hours of usage included, to \$18.95 per month with nine hours included. Extra hours are billed at the \$2.75 rate. While this is a large increase it can be somewhat justified by the inclusion of more hours and a lower rate for extra hours.

What cannot be justified is the manner in which it was handled. Users

under the new system.

All of this has angered many users, and has prompted many of them to leave Genie. It remains to be seen what the long term results of these actions will be on the network.

One small change made by the new owners had an unexpected result. They changed the name from "GENie" to "Genie". This small change caused the automated terminal program Aladdin to stop at the opening screen. Many users reported starting the program and coming back later to find they were still connected, with none of their messages collected for reading. Some joked that was one way to use up some of the new extra hours.

Tim Purves, who has done an excellent job over the years with Aladdin, got busy and updated the program to allow for the name change. If you haven't already done so, be sure to download the new version 1.84c.

What cannot be justified is the manner in which it was handled. Users were given at most a few hours warning before the new rates went into effect.

owners announced a new service named GenieNet with a host of new features, including full PPP/SLIP connections for graphical Web browsers. They also announced a new rate structure.

If you choose to join the new GenieNet, you are charged a flat \$29 per month for unlimited Internet access at speeds up to 28.8kbps. Time spent on the existing Genie system would be billed at \$2.75 per hour. On the other hand, if you choose to remain with the original service, effective

were given at most a few hours warning before the new rates went into effect. If you happened to be on line late in the evening of January 31, you had the opportunity to read about the new rates before they took affect the next morning. To add further injury to many budgets, Youville announced a change in the way charges would be calculated. This meant two charges to users' credit/checking accounts for February. One charge for the January usage under the old system, plus a charge for February

Comparison Shopping

How do the new Genie rates compare to other services? On CompuServe, the standard membership is \$9.95 per month, with five hours included, and additional hours \$2.95. Or for \$24.95 per month, you get 20 hours with additional hours at \$1.95.

On Delphi, there are also two pricing plans available. The first is \$10 per month with four hours included

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For More Information

Here are the phone numbers for the various systems if you would like to call for more information.

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Please include a SASE if you need a personal reply.

If you run an Amiga specific BBS, send me the information callers will need to access your system. Phone number(s), modem speeds, software settings, etc. As a service to the Amiga community I will include the information I receive in this column from time to time.

If you come across any World Wide Web sites you feel would be of interest to the Amiga community, pass them along for inclusion in the Hotlist of the Month. Send the info to any of my addresses above.

That's all for now. Next month it is back to the Net in a multitasking sort of way. See you on line!

•AC•

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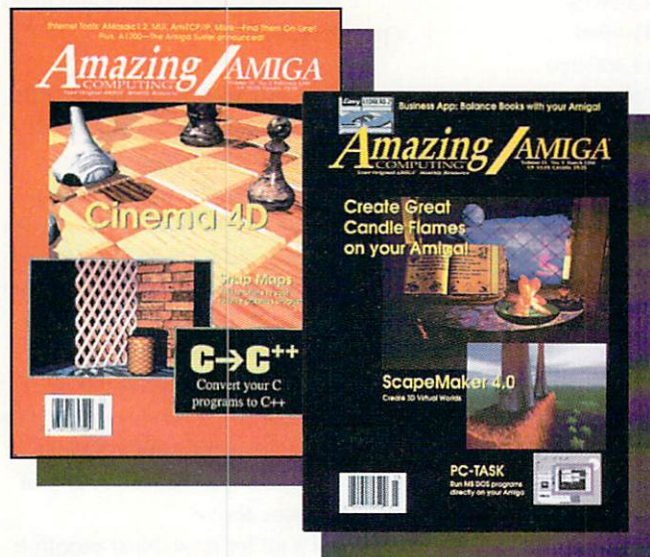
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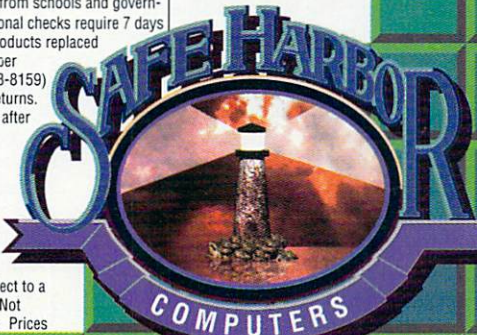


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AMIGA

Petro Tyschtschenko

ESCOM announces record losses. Amiga Technologies changes distribution structure. One man is in the center of all this activity to keep Amiga strong, spend an afternoon with AT's top exec.

Interview by Don Hicks



New York City in the winter is just like New York City in the spring and summer. Instead of hot and busy, it's cold and busy. This Sunday afternoon it was no different. New York is one of the most exciting cities in the world, however, if you are only there for a few hours, you tend to miss the intricacies of its nature and see only what it offers superficially.

I was traveling to the Big Apple to meet with Petro Tyschtschenko, President

AmiEXPO in the Sheraton Towers just across the street.

That show had been the starting place for a lot of good Amiga companies. I could not help wondering if this was an omen and we were on the edge of a new beginning for the Amiga.

In a few short minutes, Mr. Tyschtschenko came moving in with energy and charm. He welcomed us all, quickly apologized for the delay.

One of its major problems is that ESCOM has never had a loss. Never in its history has ESCOM reported a loss.

of Amiga Technologies. My Publisher, boss, and wife, Joyce Hicks, was also traveling with me this trip. We had made the three hour drive (the traffic and roads had been exceptionally clear this cold winter morning) into the city to meet with Mr. Tyschtschenko and discuss the latest plans of Amiga Technologies. There had been a lot going on lately, but little news had been available to the North Americans.

As we waited for Mr. Tyschtschenko in an executive lounge on the fifteenth floor of the Sheraton Manhattan, Joyce and I discussed the last time we were in the hotel. It had been in October of 1987. We had just completed the world's first Amiga show,

As I adjusted my tape recorder for the meeting, I wondered if my equipment would pick up the soft, German accented voice of this genuinely excited man who insisted that we call him Petro. I wondered quickly to myself if I would be so enthusiastic if I had been in charge of the Amiga's recovery for almost a year. A year in which he was not only responsible to rebuild the Amiga 1200 and A4000 Tower from deserted plans and very few left over parts, but also the dealer network and distribution channel of a destroyed and looted Commodore. And yet, while he had accomplished both, he was still faced with challenges both within and outside of his control.

AC: We have heard that there are a lot of changes going on at Amiga Technologies. Is there anything that you can tell us?

Petro: We have reorganized our distribution in North America. Quikpak has been assembling our boards for the Amiga 4000 Towers for shipment to Europe. They have also been completing the assembly of the A4000 Towers for distribution in North America.

Quikpak will now become our master distributor in North America. They will continue to export A4000 Tower motherboards to Europe for final assembly there, but they will also supply distributors in North America with machines in quantities of fifty or more. Quikpak will now take care of this market. They will do the marketing and advertising in North America.

At the same time SMG, who was our previous exclusive distributor in North America, will remain with their special knowledge. They are important in their ability to handle repairs, telephone hot lines, etc. SMG remains an important part of our effort here in North America, however they will continue to concentrate on the things they do exceptionally well. AC: Until now we have seen absolutely no marketing or advertising in North America. Will this change?

Petro: Quikpak promised me that they will make a special deal so they can spend some money on marketing and advertising.

They will create packaging, special hardware assemblies with CD ROM drives, and other promotions. They will also

discuss how they can market the A1200 in North America.

AC: Will Quikpak be able to bring Amiga 1200s to North America?

Petro: They said yes. The Amiga Surfer is already available in Germany. It has a 14.4 modem—of course you can use a 28000 Baud modem with the software. The problem is, of course, to sell this technology you need to address some problems. Advertising is of course very expensive. Amiga Technologies is 100% dependent on ESCOM for our marketing dollars.

And ESCOM is currently not in the best shape. They are troubled just as Packard Bell is in the United States. The business in PCs over the last quarter was terrible. ESCOM is a public company, they have 2,200 employees, they have revenue of DM 2.3 billion, but the margin on the PC is very low and the Christmas quota was terrible.

ESCOM announced in January a loss of 45 million Duetschmarks, which is \$30 million. Last week, ESCOM's stock trading

ESCOM's PC business was also hit hard. The development on the Intel chips has been dramatic. Look at the last one and a half years, you have the Pentium 60, the Pentium 75, the Pentium 90, the Pentium 100, the Pentium 120, the Pentium 133, the Pentium 150, and now the Pentium 160. This is all in 12 to 14 months. It is unbelievable. This is also an issue as to why Packard Bell is having difficulties.

The PC market is drowning in product. After years of high sales, the market turned down and there is product galore. Everyone must write-off the losses. They cannot sell it. There is no cash flow on such things. This is a situation which has to be solved and which will be solved. The share holders are standing behind ESCOM in this. They have issued a press release. The press release came out on Friday.

AC: For the North American market, how will the addition of Quikpak change things?

Petro: Quikpak will serve all the distributors who are ordering 50 units or more. Dealers will be served by the distributors.

move a much larger volume of units.

Quikpak currently assembles the Amiga 4000 tower in the US and supplies the European market with the mother board which is assembled there. Quikpak also purchases some components in the US which I cannot buy in Europe because they are so much cheaper to purchase here than in Europe.

I believe they have the capability to put in CD ROM drives, or not to assemble units with hard drives, or to lower the price for special configurations, to create units without simms, they can do special things with software packages from a marketing point of view. There are things they will need to do. They need to find distributors not only in the Amiga community, but also outside. They need to bring in fresh blood. They need to search for additional markets for the Amiga.

AC: Have you heard anything more about Wonder Computers in Canada?

Petro: They called me and told me about the problem. They had ordered 500 units of

Yes. What we have to do is produce some margin to do some marketing. If we lower the price, I believe we will not sell anymore units—I must use my margin for marketing and advertising.

was suspended. The reason behind this was that the original DM 45 million was in error and that the real loss was DM 125 million.

AC: Was the loss due to ESCOM's large acquisition of retail stores in the UK and the downturn of the business in PCs?

Petro: Of course, plus ESCOM spent a lot of money on the Amiga deal and the ramp-up required to get the first Amigas built. Plus the Christmas quota on PCs was bad. All of these facts came together and hurt them.

The solution is to continue the Amiga business. The main share holders have said they will invest an additional DM 100 million. This will help them, it will make them healthy, but it is still tough.

ESCOM has to find ways to cut their costs. They are rethinking about how they will strategize the PC in the market and how they will distribute it.

The reason ESCOM stock trading was stopped was that the wrong amount of losses were first forecast. Because they are in the retail business, they were hit with additional things like inventory.

One of its major problems is that ESCOM has never had a loss. Never in its history has ESCOM reported a loss. I don't have all the answers but IBM is troubled and Apple Computer is having its problem.

AC: The dealers will no longer be limited to a minimum of 10 units and pay in advance?

Petro: Dealers will no longer be required to buy ten units at a time. Quikpak is really reliable, they have a lot of ideas. They sent us a marketing plan early on in their negotiations.

SMG is a very good partner. They are extremely successful with their help line, service, and maintenance. On the marketing side, Amiga Technologies needed a partner with a little more experience and Quikpak had a lot of very good ideas.

AC: Is Amiga Technologies working on anything to decrease the price of the Amiga 4000 Towers?

Petro: I think, to be honest, that if we decrease the price, we will not sell any more units than we are selling now.

AC: Because you see the demand for the Amiga 4000 Tower as a niche market?

Petro: Yes. What we have to do is produce some margin to do some marketing. If we lower the price, I believe we will not sell anymore units—I must use my margin for marketing and advertising.

I am doing this to create a push-pull distribution. The distributors push the units into the market and the advertising creates demand with the customers who pull the product out of the dealers. Then we will

the A4000 Tower. We built them and then they went bankrupt. Amiga Technologies was not hurt, but the Amiga Community was hurt. There is now one company less.

AC: Not only did Wonder Computers have five stores in Canada, but they were also distributors and developers of several useful products.

Petro: Yes, they were an active Amiga company. They even had plans for distribution in India. I talked with them when I was at the World of Amiga in Toronto this last December and I supported them.

I have been told that they will come back. They are arranging additional financing through their investors. They should be back sometime in the March time frame.

AC: You remain committed to the US market?

Petro: I will not walk out on the North American market. We have a good business with New Zealand, Australia, and India. We are not big in masses but it is impressive. We are doing well in Germany. We reached our goal in Germany.

We would have done as well in the UK, but a major retailer, who ordered 35,000 units, went bankrupt. Before, the UK was 40% of our market. This time they did

not match that. But, I have new people in that market. I have a new distributor. While the original Great Britain market was disappointing, we have new distribution, channels opening up, and we expect to once again meet our goals.

Our German sales were right on the mark. And now, with the changes we are incorporating here, we expect our US sales to also increase.

Quikpak will start the marketing campaign. They will not only advertise in the Amiga community but they will also advertise in other markets. They are going to create noise.

AC: How soon will this occur?

Petro: They begin tomorrow with the distribution of the Amiga. They will start shortly after that with their marketing coverage.

This is another reason I don't think it will be smart to lower the pricing of the Amiga now because people will get the wrong idea. They will believe that we aren't

I would like to sell the Amiga Surfer to a wider market in Europe, but I need to advertise outside the Amiga marketplace and ESCOM's current position makes any additional expenditures incredibly difficult.

I have a problem with the price of the surfer package. It is not that I am making a large margin on the A1200, it is because my costs are so high. I would like to sell the A1200 on the US market for \$400 or \$500.

However, the Amiga Surfer package includes the modem, the software, and the A1200 and it has a street price in Germany of \$800. This is with a 260MB hard disk drive, 2MB standard RAM, and also the software.

AC: Is that really a problem with Oracle announcing a product for the internet that will not store text—it has no storage capability. It sells for \$500 and all it does is allow people to channel surf the net.

Petro: We have a problem with the balance of the market. Our Amiga is a brilliant machine for animation, video, multimedia,

that they can move 10,000 units.

AC: No one on this side of the Atlantic has the autonomy to offer that commitment. You are asking one person to make a commitment and then everyone else hangs onto their coat tails.

Petro: You are right. I am looking for such an individual because, at this moment, Amiga Technologies cannot afford to fund this.

AC: Where is Amiga Technologies going in the way of future products?

Petro: Power PC. This is what we have announced and nothing has changed. It has improved recently because we have had very good meetings with Motorola. It looks good. We are getting 150% support from Motorola. I really appreciate their activities.

AC: You have said you are on schedule for the Power PC. Do you have a schedule that you can tell us for the PowerPC Amiga?

Petro: Yes, we will come out with the PowerPC Amiga in the Spring of '97. However, we will have an enhanced A1200

We have a problem with the balance of the market. Our Amiga is a brilliant machine for animation, video, multimedia, sound, and other things. But, if you offer the Amiga for internet use, you have to compete with a PC and you can buy a PC in Europe for around \$800.

making the sales. They will believe that we will just start dumping the machine and this is not so. I believe we need the pricing to create the marketing dollars to promote the Amiga.

AC: Alright, but some believe that if they are going to pay this much for the Amiga, it should be configured with more. Will the configuration be changed?

Petro: Quikpak will think about this and they will do this. They know the North American market better than we do. Due to the concerns over ESCOM, we will not be able to put more money into this market at this time.

AC: Is the Internet as strong in Europe as it is becoming in the US?

Petro: I believe there are some problems with fees. The telephone connection over there can become quite expensive.

There are some computer coffee shops that have been offering internet access for a set fee as you drink your coffee. We are seeing more and more of the internet. Everyone is putting their web site information in their advertisements. You constantly see the addresses "www.whatever.com." This is showing up all over.

People in Europe are still hesitating. In Germany, there is 4 million unemployed.

sound, and other things. But, if you offer the Amiga for internet use, you have to compete with a PC and you can buy a PC in Europe for around \$800. This is with 8MB of RAM, 540 MB or 850 MB hard disk drive, and a CD ROM. So if you compare the two machines, we have no CD ROM, only 2 MB, and a 260 MB hard drive.

AC: But the Windows memory requirements are exceptionally higher than the Amiga's.

Petro: We know this, but we now need to convince the marketplace of this. At the same time, the PC market is selling Pentium 60s cheaply to clear their inventories.

The internet package with the A1200 is something special which is better than the PC. I believe we can sell a lot of bundles or just the software packages to the Amiga community.

I have no problem bringing the Amiga internet system to the US. But, I must buy the special NTSC parts which will create a problem for me if I do not sell enough units. Because I do not only have the investment of the parts, but I then have the assembled NTSC boards which will cost me a fortune.

I cannot have 10,000 pieces in inventory. When I ask for a commitment, nobody in the US can give me a guarantee

with a built-in CD ROM drive and additional memory, a modem, possibly an 030 processor, a separate keyboard, and possibly the ability to put in accelerator and expansion boards.

AC: That sounds like an AGA 2000.

Petro: Right. I will show this machine on March 15th at the Hanover Faire at CEBIT. We will launch the machine in September. There are still some unannounced features to this machine that should bring it into a whole new realm of markets and productivity.

I am going to keep this Amiga's price as small as possible when we bring it out. We will only sell a small percentage in the Amiga community because I believe we will use this to show the rest of the world what an Amiga can do. We will use this machine to compete in the PC community.

It would be my dream if this machine was a full PowerPC Amiga that we could deliver in September, but it is impossible. The difficult part of this is the port of the Amiga operating system. It will take at least another year to port the Amiga operating system to the PowerPC.

We will also soon have our 1241 which is a CD ROM drive. This should have already been available in December, but

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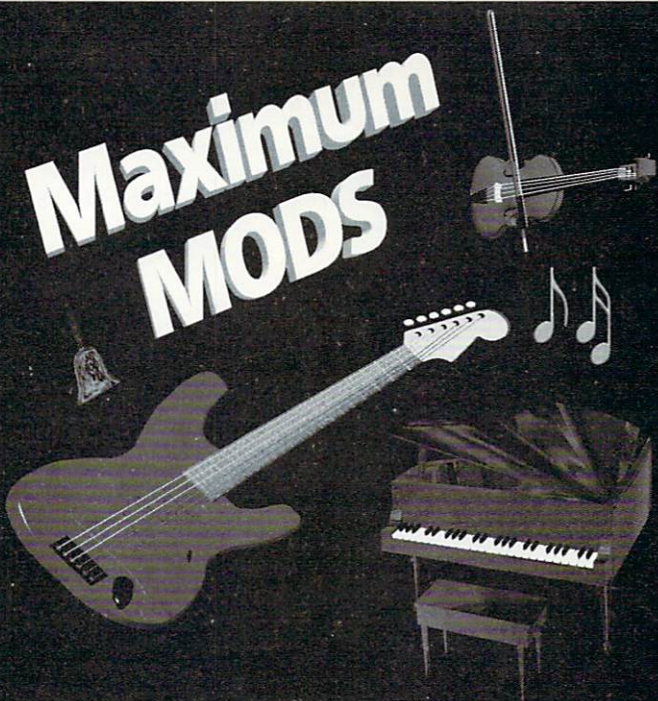


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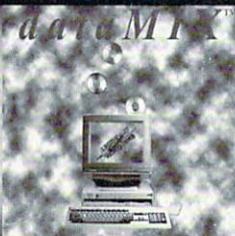
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due to all the European regulations on CE approval (the equivalent of FCC regulations in the US), it has been delayed. I will have the first units available in March.

AC: In Europe, but do you have plans to bring the A1241 here?

Petro: If I have an NTSC A1200 selling in North America, then I will bring the A1241 here.

We are strategizing on how this can be accomplished. It is possible that I could import A1200 PAL units to Quikpak and they could rework the units to NTSC A1200 as needed. If I produce NTSC units, I will have a stockpile, but if I keep the production units in PAL, then I will not have an inventory problem and I will be able to service the Amiga market.

AC: Are you ready to answer some rumors? According to "unnamed sources" you are no longer in charge at Amiga Technologies. So, what are you doing here?

Petro: (Laughing) So, you see I have no job anymore. Really, who told you this?

technology, the chip set, and the operating system. They will begin supplying product in September. They will create TV set-top boxes first for France because they already have a customer in France. They will continue in Germany, the UK, and so forth.

I have also been able to generate money for Amiga Technologies through our licensing agreements. The deal with VisiCorp is very good, it not only pushes the Amiga technology into other markets, but it pays for itself too.

I have made an additional deal with a company that is using Amiga technology to do sonagrams. They are using the A4000 but I am not allowed to release their name because of their competition. They are licensed because they would like to produce their own boards based on the Amiga technology. This has been very successful.

There are other companies who are interested in licensing. I have had discussions with people concerning home

ers are looking at the Amiga to port PC software to the Amiga. Motorola contacts us nearly every day.

AC: You feel there is still a real strong market for the Amiga.

Petro: Yes, I think so. I think there is a market, but we cannot survive as we have survived through the first half year. But this was clear from the beginning. I gave myself three months for the ramp-up production. I matched this.

We have had A1200s since the middle of September in Europe. We sold from the middle of September to the end of December 35,000 units and 10,000 monitors. Which I think is tremendous even if we expected more.

AC: What marketing have you been able to do in Germany?

Petro: We have a lot of plans at Amiga Technologies, there are a lot of things that we want to do.

In Germany we have put together a Road Show for the Amiga. The road show

we will have an enhanced A1200 with a built-in
CD ROM drive and additional memory, a
modem, possibly an 030 processor, a separate
keyboard, and possibly the ability to put in
accelerator and expansion boards.

AC: It was just a rumor.

Petro: In Bensheim we have two people who are running the company. One is Mr. Domeyer who is responsible for the finance and I am responsible for the sales. Mr. Domeyer has been doing a lot of the strategy as well and he is running the Motorola meetings. I am in the meetings, but I spend my time listening to what he is doing, maybe this is why people think I am no longer in charge. But, I have my responsibilities. I am fighting with ESCOM for marketing money.

I must improve our French market, they have been hurt by the old Commodore. In addition I must do translations. We have 11 languages in Europe.

Quelle has been very successful with our products. In just this year they have purchased 1500 units. I am very proud of this. They are all sold out. They have a picture in their catalogue and the customer can mail order it. It has been very successful.

AC: How well are the licensing deals developing?

Petro: Very well. VisiCorp signed their deal in December. VisiCorp signed a three year licensing agreement for the Amiga

shopping and home banking people where we could sell 100,000 units.

AC: Would this be set-top boxes?

Petro: No, the Amiga 1200 because you can attach it to a TV and you can use it immediately. It is much better. The cost is inexpensive, you do not need a hard disk drive, you have a keyboard console—you can communicate easily.

Then we are making a video package because I remember our basic value. You will be able to put a video camera with the Amiga. With the Amiga it is very easy. You have SCALA and other software remedies. I want to bring out a video bundle that I can place in photoshops and other non-Amiga channels. We will be able to place it in the photoshop and say that this is a video machine that will help edit your videos.

I would also like to make a game bundle. Why not, we are very good in graphics. We could create a bundle with an Amiga 1200 and a hundred Amiga games in a box.

I am also talking with software houses that are now getting interested because we are back. They are asking me how many units we are selling. Software developers are also contacting us. Several PC develop-

started on February fourth and will continue until March fifth, this Tuesday. The show has traveled to eight cities in Germany. We hold the events at a hotel and invite dealers. This has been a great way to mobilize the dealers. We sign them up and then set them up with a starting order of two Amiga surfer packages, two A1200s, and two monitors so they can begin demonstrating the Amiga right away.

We have also had a campaign with McDonalds. There is a special flyer that goes in all of the McDonalds—600 to 650 stores. The flyer has an Amiga 1200, an Amiga 4000 tower, and a surfer package to win by sending in a postcard.

We will occupy three booths at the Hanover show for CEBIT, ESCOM, Motorola, and MicroVitek, the company who has developed our A1438 monitors.

AC: What would you want to say to the Amiga community in the US?

Petro: Buy Amiga, develop software, and thank you very much for your loyalty.

•AC•

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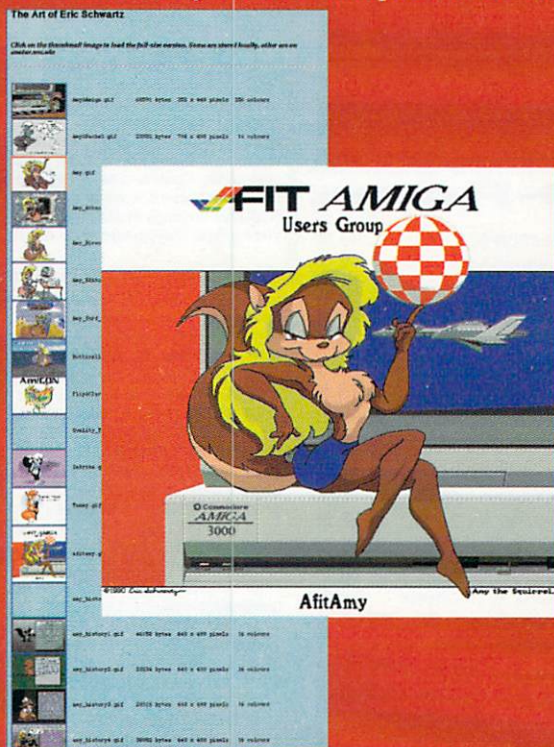
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